

1. Senior Engineer – Sales & Marketing

Job Location: Khopoli, Maharashtra

Job Description:

1. Responsible for the Strategy for improving the entire market share.
2. Excellent in Business Development & Techno Commercial Skill.
3. Sales Promotion through site visits, innovative techniques & giving complete solution to material handling.
4. Ability to develop high level of Motivational, Managerial and Communication Talent.
5. Experience in marketing Capital goods/High Value products.

Candidate Profile:

B.E with 5 to 7 years experience in relevant industry.

2. Senior Sales Engineer – Business Facilitator

Job Location: Pune

Job Description:

1. Coordinating with Authorized Marketing Agent and Customer.
2. Generating inquiry and follow-up
3. Generate new business.
4. Thrust on project business.

Candidate Profile:

B.E with 6 to 7 years of experience in relevant industry.

3. Cost & Estimation Engineer

Job Location: Khopoli, Maharashtra

Job Description:

1. Conduct special studies to develop and establish standard hour and related cost data or to effect cost reduction in project and project related costing.
2. Analyze blueprints and other documentation to prepare time, cost, materials and labour estimates.
3. Assess cost effectiveness of products, projects or services, tracking actual costs relative to bids as the project develops.

4. Consult with clients, vendors, personnel in other departments to discuss and formulate estimates and resolve issues.
5. Confer with engineers, contractors and subcontractors on changes and adjustments to cost estimates.
6. Prepare estimates used by management for purpose such as planning, organizing and scheduling work.
7. Prepare estimates for use in selecting vendors or subcontractors.
8. Review material and labor requirements, to decide whether it is more cost-effective to produce or purchase components.
9. Prepare costs and expenditure statements and other necessary documentation at regular intervals for the duration of the projects.
10. Prepare and maintain a directory of suppliers, contractors and sub-contractors.
11. Set up cost monitoring and reporting systems and procedures.
12. Establish and maintain tendering process and conduct negotiations.

Candidate Requirement:

B.E. (Mechanical) with 7 to 12 years of experience in process and product costing from Material Handling or Auto Ancillary Industry.

4.Assistant Manager/Senior Engineer Purchase

Candidate Profile

- B.E (Mechanical) from reputed institute.
- 6 to 8 years of experience from Core Engineering/Material Handling Industry.
- Conversant with ERP system.

Summary of Job Profile

Responsible for Procurement and development and implementation of Purchase/sourcing strategies plans and the management of supplier/vendor relationship. Other areas of responsibility include price negotiation, planning, inventory control, quality control and timely execution of Procurements.

Job Description:

1. Implement procurement strategy and policies.
2. Forecast procurement needs.
3. Continually develop expertise to support growth for new projects.
5. Monitor macro trends in supplier and contract base and implement plans to react.
6. Build and develop relationships with key suppliers and customers.

7. Order materials and services as per negotiated and appropriately approved guidelines. Review quotations.
8. Prepare purchase requisitions, approve and issues purchase orders in accordance with company policy and negotiated terms and conditions.
9. Maintain procurement Records.
10. Track Purchasing activity and measurements.
11. Discuss defective or unacceptable new goods or services with users, vendors and others to determine cause of problem and take corrective and preventative action.
12. Ensure supplier compliance with site and company requirements for safety.
13. Manage vendor relationships and assist in building effective partnerships.
14. Assist department Head in developing and implementing purchasing strategies for products.
15. Responsible for planning, developing and buying materials, parts, supplies and equipments in a timely and cost effective way; timely manner while maintaining appropriate quality standards and specifications.
16. Develop and review purchase requests and ensure authorization as necessary to facilitate the timely purchase of new products.
17. Help to lower the cost and secure agreements.