



ZOLLER is a family-run company and develops and produces innovative presetting and measuring devices, software for measuring, inspecting and managing cutting tools, as well as associated automation solutions. With technological innovation, a high level of quality awareness and an active service philosophy, we have secured a place at the top of the world. For more than 75 years, ZOLLER has stood for innovative tool measuring technology, high-quality products and reliable customer service. More than 50,000 presetting, measuring and testing devices installed worldwide speak for themselves. We owe our success to the approx. 450 ZOLLER employees at the headquarters in Pleidelsheim near Stuttgart as well as more than 550 colleagues in branches and agencies at 62 countries and 85 sites worldwide.

To strengthen our team for the **Pune (travelling across India)** area we are looking for a dedicated

TMS – Sales & Application Engineer (m/w/d)

Require skills

- Experience – 2-3 years in sales and the technology field
- Completed training as a Bachelor or Diploma in mechanical/mechatronics branch or comparable training with a technical background
- Good knowledge of cutting tool and tool holding technology is mandatory
- Good knowledge about CNC/VMC/manufacturing process is mandatory
- Experience about CAD/CAM will be added advantage
- Require knowledge of coding
- Knowledge of Windows 7 and Windows 10, MS-SQL Server/databases required, with Oracle Server/databases an advantage
- Strong communication, interpersonal, customer service, and sales skills
- Excellent technical and problem-solving skills
- Good leadership and team working skills

Core Responsibilities

- Preparing and developing technical presentations to explain our company products or services to customers
- Discussing equipment needs and system requirements with customers and engineers
- Collaborating with managers to understand customer requirements and provide proper solution to customer
- Test ZOLLER »idCode«/postprocessors/»idChip« technology at existing customer across India
- Post-tests co-ordinate with sales admin for related proposal, after proposal submission follow up with customer for the clarification as well as business conversion
- Helping customers who have problems with installed products with help of application team
- Soliciting and logging client feedback and evaluating the data to create new sales and marketing strategies to target customers
- Identifying areas for improvement and communicating these issues as well as possible solutions to upper management
- Training other members of the sales team on the technical aspects of the company's products and services

We are looking forward to your significant application. Please address the application to Manali Inamar: info@zoller-in.com