







Inside Sales Engineer


Noida, Uttar Pradesh, India · 1 day ago · **10 applicants**

 On-site · Full-time

 Skills: Technical Requirements, Interpersonal Skills, +8 more

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-  Am I a good fit for this job?
-  How can I best position myself for this job? 

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Meet the hiring team



Karan Taneja  · 3rd+
Inside Sales Engineer || Permit Coordinator || Team
Lead-Operations
Job poster

 Message

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About the job

Job Description:

We are seeking a motivated Inside Sales Engineer to join our dynamic team at Aerocompact. In this role, you will provide technical expertise and support to our customers while driving sales growth. You will be responsible for designing solutions, managing customer relationships, and collaborating closely with our engineering team.

Duties and Responsibilities:

- Provide real-time technical support and customer solutions via email and telephone.
- Design and quote module layouts using our software, Aerotool, for clients globally.
- Utilize other relevant software, including SAP and Salesforce, to support business operations.
- Train customers on Aerotool software to ensure effective usage.
- Handle and update the customer database and activities in Salesforce.
- Solve technical problems and communicate directly with the engineering team in Europe.
- Regenerate quotations and manage custom requests from clients.
- Review technical requirements of proposals, advise customers on conflicts, and recommend changes.
- Participate in trade shows, conferences, product demonstrations, and customer training (related costs covered by Aerocompact).
- Develop new customer relationships and expand our client base.
- Visit installation sites for assessments and studies as needed.
- Contribute to any other tasks that promote the growth of the company.

Qualifications:

- Bachelor's degree in Engineering or a related field.
- Minimum 1 year of experience in the solar designing industry, preferably in the U.S. solar market.
- Strong technical knowledge of mounting solutions for photovoltaic systems.
- Proficiency in AutoCAD.
- Excellent communication and interpersonal skills.
- Ability to understand and explain complex technical concepts.
- Proficient in CRM software (Salesforce) and Microsoft Office Suite.
- Self-motivated with a results-oriented mindset and strong problem-solving skills.