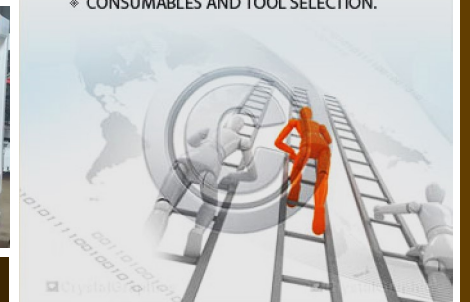




[www.gladestechologies.com](http://www.gladestechologies.com)

## WE ASSIST

- ◆ MODERNIZATION OF EXISTING LINE.
- ◆ INDIVIDUAL MACHINES TO FULLY AUTOMATED PRODUCTION LINES.
- ◆ CUSTOMIZED SOLUTION.
- ◆ PROJECT CONSULTANCY.
- ◆ CONSUMABLES AND TOOL SELECTION.



**GLADES Technologies** is a woodworking consultancy created by an experienced professional in the year 2011 with the assistance of Best European experts to redefine India and its Subcontinental Woodworking industries to a World Class level. Glades is a solution with futuristic vision to those who urged for a long time to believe on reliable experts for their company. Here, we are very much dedicated from our beginning to answer all your queries and stretch out our helping hand to change the total makeover of this industry with individual machines to fully automated production lines.

In the year of 2016, **Glades Woodworking Private Limited** was established to sell the Industrial Smaller Machines. As a part of expansion, we started our warehouse and office at Delhi NCR in the year 2017.

With the growing demand of quality products, we are going to introduce you the unique high quality efficient machines to slash out the production cost, at the same time a dedicated and reliable support service from the beginning.

### **We are hiring for the positions of Service Engineer and Sales Engineer**

#### **Service Engineer | Job Description:**

- Installation, Commissioning & Maintenance Servicing of our product in pan India Basis.
- Maintaining regular contacts with the customer, understanding customers' needs and requirements.
- Persuading potential customers to purchase new products and services.
- Pass the info of the customer to sales team if having new requirements.
- Recording service, information and reports and sending reports to office.
- Open to Travel and deliver results.

**Please Note:** Target or performance will be based on customer satisfaction. Job profile will be applicable after the probation period.

#### **Sales Engineer / Executive | Job Description:**

- Visiting the customer in the allocated areas.
- Creating a database of customers.
- Doing market study of the products and the competitors

#### **Sales Engineer / Executive | Job Description:**

- and submitting it to the management every month.
- Maintaining and developing relationships with existing customers.
- Arranging meetings with potential customers to prospect for new business.
- Acting as a contact between the company and its existing and potential Customer.
- Listening to customer requirements and presenting appropriately to make appropriate sales. Gaining a clear understanding of customers' businesses and requirements.
- Negotiating the terms and conditions and closing sales.
- Recording the enquiry, quotations, sales and order information.
- Submitting Weekly sales visit report to the Sales Manager / Management.

**Please Note:** Target or performance will be based on nos. of quality customer visit not with sales value. Job profile will be applicable after the probation period. Your Manager will help to close the final deal or any technical deal, if you required.

**Number of vacancies:** Limited and separate for both positions (But hiring strictly depends on the quality of the candidates fulfilling our recruitment parameters).

**Job location:** Delhi but may need to relocate anywhere in India

**Salary to be offered during training/probation period:** INR - 12,000/month and TA, DA, Mobile. Incentive will be applicable after 6 months.

**Tentative duration of the training/probation period:** 06 months to 1 Year based on the performance of the candidates

**Educational Qualification:** Diploma (Mechanical/Electrical) - 2020 passing out batch. **Cut Off Criteria:** None.

**Service Agreement:** 2 years. **Gender:** Male candidate.

**Joining:** Candidates have to join immediately.

Please note that any candidate applying or selected are not supposed to pay any amount/fees (in any form) to the company or our recruitment partners or any parties concerned at any stage (before, during or after) the recruitment process or joining.

Campus recruitment event organized & coordinated by NextGen Ventures

# Glades Woodworking Private Limited