

## Manpower Requirements

### Engineered Products Division

Sr.No	Title of Position	Location	Education	Experience	Responsibility
1	Sales Engineer (Electrical)	Chennai/ Hyderabad	B.E (Electrical/ Electronics)	2-4 years experience in sales and marketing of technology intensive capital equipment.Experience In Power Industry Electrical Test and measurement	Meeting sales target through technical/ solution sales aggressively pursuing sales leads, conducting presentations /products demos and explaining how we can improve Customer Process.
2	Project Engineer - PCI	Pune	B.E (Instr./ Electronics)	2-5 years experience in Project engineering in instrumentation field. Familiar With Autocad and other tools.	Responsible for execution of projects in defined time frames and costs. Responsible for presentations of drawings & P&I diagrams obtaining approval from customers, preparation of documents as per customers requirement. selection of instruments as per the requirement, vendor development, negotiation site activities etc.
3	Sales Engineer - S&V	Delhi	B. E Electronics/ Electrical/ Instr	5-10 years experience in sales, marketing of Technology intensive capital equipments. Preferably to defense/ government segments. Exposure to institutional sales, DSAs, data acquisitions system.	Meeting sales target through technical/ solution sales, aggressively pursuing sales leads conducting presentation/ products demos and explaining how our products can improve the customer process
4	Assistant Product Manager - PCI	Pune	B. E. Electronics/ Instr	Engineer with a qualification in management, with 5-10 years experience in sales marketing of technology intensive capital equipment. Process instrumentation industries would be an added advantage	Responsible for achieving country wide income and sales target through developing and implementing marketing strategies/ promotional activities for business Units. Candidate should be result oriented.
5	APM(PCI)	Pune	Instrumentation	Engineer with a qualification in mgmt with a exp of 5 to 10 yrs in sales of process instrumentation products	Responsible for achieving country wide income & sales tagets.
6	Resident Engineer	Indore/ Bhopal	B.E/ Diploma in Instr./ Electrical/ Mechanical	3 to 5 yrs exp.any Engg.Industry apart from Electronics Industry.	Meeting Sales Targets.Aggresively Pursuing Sales Leads. Conducting Presentations/Demos and explaining how our technicalservices can benefit customer processes.
7	Sales Engineer (Components)	Delhi/ Hyderabad/ Bangalore	B.E Diploma in Electrical/ Electronics	1 to 2 yrs exp.in electronics or EMS Industry	Meeting Sales Targets.Aggresively Pursuing Sales Leads. Conducting Presentations/Demos and explaining how our technicalservices can benefit customer processes.
8	Sales Engineer PCI	Mumbai/ Calcutta & Delhi	B.E.(Inst/ Electronics)	2-4 years experience in sales & marketing of technology Intensive Capital Equipment. Experience in Process Instrumentation and Gas Industry	Meeting sales target through technical/ solution sales aggressively pursuing sales leads, conducting presentations /products demos and explaining how we can improve customer process.
9	Trainee Engineer (S & V)	Pune	Diploma in Mechanical	D.M.E.Fresher.Good communication skill (written). Knowledge of Mechanical drawing & AutoCAD (Preferably DME) DME).Young, dynamic & Willing to travel	Preparation of Offers. Customer correspondence. Execution of orders (Installation-commissioning responsibility). Marketing / Promotional activities (Assistance work).
10	Sr.Service Engineer (PCI)	Pune	B.E./Diploma in Instrumentaion	3 to 5 yrs exp.in Capital Equipment Servicing such as flow meter,Pressure instruments,Temptrature Instruments ETC.	After Sales Support Installation and Commissioning of the products & System.Familiar with Scada/GSM/Radio Communication.Should be familiar with the site works.



# Manpower Requirements

## Material Handling Division

Sr.No.	Title of Position	Location	Education	Experience	Responsibility
1	Product Engineer	Mumbai	B.E./ M.E.	Penchant for identifying customer needs through QFD. Float the product Design knowledge of Mech/Engineering/ hydraulic. Familiarity with electronic esp. Drive systems. Expertise in CAD and Pro engineer.	Responsible for product development QFD/ Product Design/ Detail engineering. Identifying customer need through QFD, float the product. Proto type making and testing. Details engineering, applying D_T_C and D_T_M
2	Materials Engineering	Mumbai	Engineer Dip/ Degree	Experience of buying Raw material and components Negotiation skills. SAP/ ERP familiarity. Inventory management knowledge. Sourcing skills.	Responsible for material function for raw material / bought out. To get well negotiated rates and commercial terms. Find new vendors/ sources. To manage optimum inventory.
3	Sales Engineer	Mumbai	B.E/ B.Sc	Familiarity with selling capital goods. Preferred experience 2-4 yrs. Ability to negotiate prices and payment terms etc. Ability to communicate with customers esp. Product features/ advantage and benefits	Responsible for field sales To move in the field for effecting sale of CG. Manage given territory effectively Flair to collect customer Database.
4	Product Support Engineer	Mumbai	Engineer with Commercial Experience	Familiarity with Import Function. Sourcing/ vendor development For brought-outs and designed Items. Familiarity with SAP/ ERP Logistics Management stores/ couriers/ transporters. Ability to handle customers.	For imported products, coordination with customers and principals. To maintain effective MIS and prompt the actions. To manage spares function - imports and local suppliers logistics. To localize manufacture/ source for selected components. Co-od with banks for payments/ LC's etc.
5	Manager - Spare Parts	Thane	B.E/ Dip/ Graduate in any stream with PG in Management	Knowledge of distribution and exposure in material Management-preferred. Not mandatory Prior experience dealing with government organization Such as railways and Defense will be preferred. Commercial Acumen. Computer proficiency (MS Office).	Co - ordinating with regional sales engineer, service engineer dealers on expected orders. Visit to regional office, & dealers. Key customers as and when required for resolving various issues. Support to sales/ service Engineer on price, delivery, part codes.
6	Commercial Executive Traded Products	Thane	B.Com	Communication Skills written and verbal Commercial Acumen. Knowledge of import procedure. Computer proficiency (MS office)	Responsible for co - ordination with supplier's regarding the Following: a) Order Status b) L/c details c) Shipping Documents d) C&F agent
7	Commercial Executive -Jungheinrich products (Equipment and Spares)	Thane	B.Com	Communication Skills written and verbal Commercial acumen. Knowledge of import procedure. Computer proficiency (MS office). Knowledge of local taxes	a) Equipment and spare order execution. b) Order processing. c) Order confirmation and following up with Jungheinri d) L/c and payment follow up with customers. e) Delivery follow up with Jungheinrich
8	Sales Engineer - Spare Parts	Mumbai/ Kolakata/ Delhi/ Chennai/ Hydrabad	B.E./ Diploma	2yrs experience. Experience in selling spare parts is preferable. Exposure in handling sales from govt departments like Defense, Railways is preferable. Commercial acumen. Computer proficiency (MS office)	Overall responsible for spare parts sales in region. Visits to govt. and private customers for generation of business. Co ordinating with service engineers for generation of spares and AMC business with private customers. dealers for follow up on orders expected. Submitting for AMC and spares.
9	Market Analyst	Mumbai / Thane	Any Graduate (B.A./B.Com /B.Sc.)	1-2 year experience preferably commercial background. Excellent in MS-office Good communication Skill –written and verbal.	Market Intelligence about market matrix, territory mapping. Estimating market size, market share, competition growth based on field inputs. Data base of customers including prospects and suspects. MIS Update and report. Coordination with sales department for new project tracking. Quotation tracking, funnel analysis and weekly report analysis. Collating competition inputs. Updating mailer list and reference list.
10	Market Promotions	Mumbai / Thane	Graduate (B.A./B.Com./ B.Sc.) preferably with a Diploma in Marketing / Bachelor Degree in Marketing	Minimum 1 year experience. Excellent in MS-office. Graduate (B.A./B.Com./B.Sc.) preferably with a Diploma in Marketing / Bachelor Degree in Marketing. Good communication skill – verbal and written	Planning and executing events like exhibition, seminar. Coordination with vendors for designing and printing of product leaflets, newsletters and other promotion materials. Preparing presentations material : ppt/video /CD /FAQ's. Co-ordination with Releasing Agencies and Publication Houses for Ad Releases. Responding to Media and Advertising related queries. Website updating and maintenance. Responsible for Internal Communications e.g. MH-bulletin, sales kit.



# Manpower Requirements

## Industrial Finishing Division

Sr.No.	Title of Position	Location	Education	Experience	Responsibility
1	Sales Engineer(H&C)	Delhi	Diploma (Mech/Electrical)	2-3 years experience in field of Engineering Products like burners, valves, boilers, pump Preferred sales experience in automotive, steel, chemical, glass and ceramics etc	Meeting sales target aggressively pursuing sales leads. Conducting presentations/ demos and explaining how our technical services can benefit customer process.
2	Sales Engineer (ITW)	Delhi/Bangalore/Hyderabad/Chennai	BE(Mech.)/D.M.E.	2-3 years in field of Industrial finishing such as painting Booth ■ Painting Guns Etc.	Meeting Sales Targets.Aggressively Pursuing Sales Leads. Conducting Presentations/Demos and explaining how our technical services can benefit customer processes.
3	Sales Engineer	Delhi/Bangalore/Chennai	Diploma (Mech/ Electrical)	2-3 years experience in field of industrial consumables (welding rods / lubricants),handling automotive and general engineering	Meeting sales target aggressively pursuing sales leads. Conducting presentations/ demos and explaining how our technical services can benefit customer process.
4	Service Engineer	Delhi/Bangalore/Mumbai/Chennai	Diploma (Mech/Electrical)	2-3 years experience in field of industrial consumables(welding Rods/ lubricants),handling automotive and general engineering	After sales support installation and commissioning of the products and system. Should be familiar with the site work.
5	Estimation Engineer	Mumbai	B.E. (Mech)	Should have a 4 to 5 yrs.exp.with minimum 2yrs Exp.of estimation of Machine Building /Turnkey Project with wide exp. In mechanical/ Electrical/Pneumatics Subjects	Responsibility of Profitable estimation of Projects. Should be a good team leader & technical analyser
6	Project Engineer	Thane	BE(Mech.)/D.M.E.	5 to 8 yrs exp.in handling the projects in Industrial Finishing Such as Paint Booth,Spray Boot,Industrial Washing Machines etc.	Responsible for project Planning and Execution for industrial finishing.Exp.in Team handling.
7	Design Head	Thane	BE(Mech.)/D.M.E.	5 to 8 yrs exp in Designing of Painting Booth,Spray booth, ovens,burners, washing machines etc.	Responsible for Engineering designing.should be able to meet the deadlines.

- All the above positions are open for both male and female candidates.
- The resumes should be forwarded with the reference of the person recommending on [hr@josts.in](mailto:hr@josts.in)
- Local candidates will be preferred for all the positions.
- The reward will be paid once the candidate completes three months successfully in the organization.
- The person recommending a candidate for a position immediately under him or her is not eligible under this scheme.
- Whoever recommends the candidate first i.e. Placement consultant/ Employee will be taken into consideration.
- An employee will not be eligible to get payment under this scheme if there is any payout of any kind involved in the recruitment.
- The final decision in this regard will be of HR Department.
- The recruitment shall be strictly based on the Potential of the candidate and not just by recommendation.

