

Name		Job Title:	Sr. Executive - Technical
Department/Group:	Technical	Travel Required:	Travel Required
Location:	Bangalore	Position Type:	Full Time
Job Description			
<p>ROLE AND RESPONSIBILITIES</p> <ol style="list-style-type: none"> 1. Developing project scopes and objectives, involving all relevant stakeholders and ensuring technical feasibility. 2. Involves checking, Repairing and servicing of Machinery, Equipment. 3. Checking, Repairing and servicing of systems and infrastructure. 4. Must ensure machinery and equipment's runs smoothly and reliably. 5. Planning and executing scheduled maintenance. 6. Maintained of refrigeration system (R404A) which includes maintain temperature as per requirement, leak testing, leak arresting, gas charging, oil changing, defrosting. 7. Maintained of refrigeration equipment like repairing of compressor, coupling alignment, condenser servicing, changing fans of evaporator, condenser and balancing. 8. Responsibilities for plant break down maintenance and another major breakdown. 9. Maintenance of Hydraulic dock leveler, automated sliding doors and overhead doors. 10. Operation and maintenance of Diesel Generator and B-check,. 11. Electrical preventive and break down Maintained which includes changing of relays and contractor. 12. Displaying maintenance cost for plant machinery and utilities every month end. 13. Maintain the safety and quality standard as per schedule. <p>EDUCATIONAL QUALIFICATION</p> <p>BE – Mechanical Engineer</p>			

Name		Job Title:	Business Analyst
Department/Group:	Sales and Marketing	Travel Required:	No
Location:		Position Type:	Full Time

Job Description

- 1) Min. Exp. – 1 to 3 years exp. In business analysis, market research etc;
Profile:-
- Define configuration specifications and business analysis requirements
 - Perform quality assurance
 - Define reporting and alerting requirements
 - Own and develop relationship with partners, working with them to optimize and enhance our integration
 - Help design solutions as per client’s requirements shared by business team.
 - Report on common sources of technical issues or questions and make recommendations to product team
 - Communicate key insights and findings to product team
 - Constantly be on the lookout for ways to improve monitoring, discover issues and deliver better value to the customer
 - Market research and analysis
 - Competitive market analysis

Name		Job Title:	Sales Officer
Department/Group:	Sales and Marketing	Travel Required:	No
Location:	Delhi and Bangalore	Position Type:	Full Time

Job Description

Sales Officer Duties and Responsibilities

- Facilitate cold calls to generate leads
- Schedule and follow through on calls with leads and existing customers
- Understand the Warehousing & Distribution needs of the Clients accurately
- Prioritize and/or escalate lead and customer questions as needed
- Perform cost-benefit analysis for prospective customers
- Advise on appropriate purchase options
- Promote specific products and services as per Management Guidelines
- Maintain positive business relationships with existing clients and look for avenues to increase volumes.
- Develop strategies for more effective sales, both individually and as part of a team
- Track all appointments, sales, complaints, status reports, etc. thoroughly for manager review
- Meet or exceed monthly and quarterly sales targets
- Self-improve continuously by way of experience and reporting manager feedback

Sales Officer Requirements and Qualifications

- Bachelor's degree or Masters with relevant experience is sufficient
- Impeccable customer service skills
- Excellent interpersonal communication skills, both verbal and written
- Motivated, driven attitude
- Sales-driven, results-driven, and target-driven attitude
- Aptitude for persuasion and negotiation
- Expert in time management
- Organized & Disciplined Work Ethics
- Proven track record in sales environment
- Ability to meet and/or exceed monthly and quarterly sales quotas

- Ability to create and deliver client presentations, especially power points and/or white papers

Name		Job Title:	Technical Executives
Department/Group:	Projects	Travel Required:	No
Location:	Bangalore and Srirangapatna	Position Type:	Full Time

Job Description

Responsibilities

- Survey buildings and repair mechanical systems to ensure they are consistent with health and safety standards
- Perform maintenance of electrical systems (replace light bulbs and sockets, clean and repair circuit breaker panels etc.)
- Assist in the setup of ventilation, refrigeration and other systems and conduct repairs when necessary
- Maintain heating and plumbing systems to ensure functionality
- Inspect alarm systems (fire, protection) and schedule repairs when needed
- Perform manual repairs when necessary (fix locks, replace windows etc.)
- Undertake activities of pest control such as spraying insecticide
- Conduct general upkeep procedures (e.g. landscaping) and other tasks as assigned (painting, carpentry etc.)
- Assist in budget preparation and ensure it is followed
- manage relationships with vendors, contractors and negotiate contracts for technical products and services for the organization
- work with top executives to develop strategic plans for future improvements of the organization's technology to ensure security and help the organization stay competitive.

Requirements

- Proven experience as **maintenance technician**
- Basic understanding of electrical, hydraulic and other systems
- Knowledge of general maintenance processes and methods
- Working knowledge of tools, common appliances and devices
- Manual dexterity and problem-solving skills
- Good physical condition and strength with a willingness to work overtime
- High school diploma or equivalent; Certificate in HVAC, building maintenance technology or relevant field will be a plus
- Certified Maintenance and Reliability Professional (CMRP) is desired

