

## Inside Sales Semi Senior - Valvulas y Actuadores

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Company: emerson

Location: Buenos Aires

Category: other-general

The objective of the ISE position is to optimize each customer contact by adding value and thereby strengthening the relationship with the customer.

Under supervision, the Inside Sales Engineer (ISE) provides quote support to customers by providing pre-sales, post-sales, and technical support.

The ISE I works with customers or Sales Teams on sizing, selecting, and recommending equipment that matches application requirements that will be part of the Technical Proposal. The ISE generates a quote that will result in the customer purchasing from Emerson.

### **MAIN LOCAL RESPONSIBILITIES:**

Provides medium technical solutions and general application assistance

Coordinates with the other Inside Sales or Operational team, the multidivisional bundled project quotations.

Works directly with customers, Field Sales and Field Service to provide presales application support and to generate formal quotations for customers.

Applies the factory pricing policy in order to get a correct gross profit to each order received and keeps record of it.

Would be responsible for preparing all technical documentation for bids.

Performs sales through the phone, or Internet.

Follow-up with customers to answer any questions or Logs

Review periodically the inventory in order to quote stock options

Stays mostly inside in the office available to the customers.

Keeps record of the incoming quotations and orders in CRM following the Proposals

Guidelines

Participate in the Continuous Improvements initiatives

Maintain individual performance levels and ensure KPIs stay aligned with targets.

Verifies the incoming purchase orders in terms of product selection and sizing correctness, completeness of any required configuration or application data sheet.

Responsible for delivering clean orders to Intercompany Cell.

Perform Handover with Operation and sales team in cases where the quote will be converting into an order

Be prepared to work in closing dates schedule by company and follow the organization arranged by Customer Care department.

Be prepared to manage Customer 's Portals.

Perform guidelines and internal training to transfer the knowledge to the team

Must follow the ethical principles, vision, mission and be aligned with the values defined by the top management of the company.

Obtains the certification in products selling skills and applications knowledge that might be requested periodically by the division.

Continue to enhance knowledge of products, applications and industries. Perform guidelines and internal training to transfer the knowledge to the team

Participate in all mandatory training provided by the company, such as those related to Trade Compliance and all training related to compliance with legal regulations and / or Corporate Policies, and may also be the mentor/guide of these issues if it is required.

## REQUIREMENTS

2 or + year experience necessary with specialization in valves & actuators.

Degree in Engineering

Must have proficiency in English language able to speak and understand a technical or commercial conversation. (Intermediate/ Advanced English level)

Willingness to travel abroad for training.

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