



FOCUS-ON empowers the market with robust solutions integrating smart control valves with high accuracy sensors coupled with powerful on-board diagnostics converting device performance into information. This will enable the industry to optimize processes and build smart factories of the future, while ensuring that process control is reliable and safe, thereby maximizing productivity and uptime.

FOCUS-ON is an agile organization built on the trusted groundwork of SAMSON and KROHNE. We are collaborating on cutting-edge technologies that bring together our decades of knowledge and experience in control and measurement of process media. With this, we envision to take a revolutionary leap towards industry 4.0 or IIoT (Industrial Internet of Things).

We are currently looking for creative, self-starting candidates to fill the position of:

## Inside Sales Engineer

### Your Profile

As an Inside Sales Engineer, you will be primarily responsible for consulting the customers on the right product for their process needs. It requires working closely with the regional sales managers and coordinating work from quotations to order management along with the operations team. You will be responsible for the quality and timelines of the quotations and ensuring that the application specifications of the customer have been accurately considered in recommending the right solution. Additionally, close coordination with the operations team is necessary in meeting the highest quality standards and promised delivery timelines. The overall goal is to provide highest customer experience with FOCUS-ON products.

- **Personal:** Detail oriented with strong communication on technical negotiations
- **Education:** Bachelor's in Mechanical / Instrumentation Engineering
- **Language:** English & German
- **Experience:** Minimum 5 years technical sales and application work in related field of valves and instrumentation

#### We would like you to embody our company values:

- Work hard, every day to justify our reputation as an instrumentation specialist
- Bringing our technology to its full potential through a collaborative process of continuous improvement
- Empowering people with reliable, high quality solutions
- Valuing a family culture and the responsibilities that come with it

### How to Apply

Send us your CV @ [HR@fon-p.com](mailto:HR@fon-p.com)

### Your Responsibilities

#### 1. Pre-Sales

- In detail analysis of the technical specifications received from customer, end user & licensor for control valves & instrumentation;
- Collaborate with application engineering on proper interpretation of various process loops & P&ID's;
- Carry out detailed sizing based on process conditions & prepare a detailed technical justification for the product as a solution;
- Work closely with R & D to provide custom solutions to customers with our products, based on detailed P & ID analyses;
- Support sales channel with detailed technical & commercial proposal considering the above mentioned points;
- Handle customers' technical queries and freeze them by monitoring the requests raised by sales channel in CRM to ensure that the product meets the requirement;
- Attend technical clarifications meeting at customer's place in case of need;
- Support sales channel & business development to gain orders by optimizing the solutions offered, in terms of product.

#### 2. After-sales

- Attend project Kick-off meetings along with sales channel, business development leaders & project management;
- Ensure a successful order handover based on checking sales channel purchase orders against final technical proposal & sizing specification sheets;
- Support sales channel & production for a smooth order execution;
- Liaise with customers to obtain feedback on product performance and organize any necessary modifications.