

Sales Engineer

Job ID: 0010032

Location: Multiple Locations, India

Posted Date: December 7, 2016

Description:

As a Sales Engineer at HABER, you will focus on fostering customer relationships and growing the business in a geography or industry segment. You will be at the forefront of lead generation, product introductions and customer partnerships, effectively communicating value delivered by HABER solutions. You will be responsible for establishing, maintaining, prioritizing and communicating an accurate and current sales funnel for your geography or industry segment.

Qualifications:

- Bachelors or higher degree in Engineering or related field
- Three or more years of successful B2B technical sales or business development experience
- Exceptional at value/ROI based selling aligning value delivery to customer objectives
- Excellent presentation and communication skills
- Experience in an operational or engineering role is highly desirable

About Haber

At HABER, we are solving the challenges of tomorrow, today. We are bringing together the best minds in process, computing and chemistry to develop solutions to address some of the world's toughest challenges – water and energy scarcity and sustainability. Over the past few years there has been an explosion in unstructured data across industry driven by affordable sensing technologies and adoption of analytical instrumentation. This sudden increase in data has resulted in industries spending significant amounts of time collecting, organizing and analysing content and very little time driving value with the data. HABER is focussed on reversing this trend by helping our customers spend less time collecting and analysing data and more time using HABER's platform to drive efficiency, identify issues before they happen and uncover hidden potential.

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