

# Potence Controls Pvt. Ltd.

## Recruitment Proposal



Join **Potence Controls Private Limited**, a premier ISO 9001:2015 certified manufacturer of Online Water Quality Analyzers. Established in 2005, we bring over 20 years of expertise in delivering customized instrumentation solutions backed by global technology partnerships. With a robust 8000 sq.ft. manufacturing facility in Navi Mumbai and over 5000 successful installations across India, our mission is to manufacture reliable, state-of-the-art analyzers with a sustainable footprint. We pride ourselves on our core values: Quality, Innovation, and being Customer-Centric. Be part of a team that handles critical projects for the who's who in the Industry.

## Annexure I

### Job Description

**Role : Sr. Sales Engineer**

**Job Code : PCPL/SSE/NM/050826**

| Category                           | Details                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                        |
|------------------------------------|----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| <b>Role Overview</b>               | The Senior Sales Engineer will be crucial in sales growth for Potence Controls' range of instrumentation solutions. This role involves positioning and promoting the company's product range to clients in the region specified.                                                                                                                                                                                                                                                                               |
| <b>Responsibilities</b>            | <ul style="list-style-type: none"><li>• Drive sales of Instrumentation and Control Field Instrumentation Devices, specifically focusing on Water and Gas Analyzers.</li><li>• Sales within Industrial and Government organizations.</li><li>• Apply expertise in Industrial and Municipal Sales of Instrumentation and Control Products, including Field Instruments and Liquid/Gas Analyzers.</li><li>• Travel as required within the assigned region.</li><li>• Maintain accurate sales reporting.</li></ul> |
| <b>Preferred Qualifications</b>    | <ul style="list-style-type: none"><li>• Educational Background: Instrumentation –Dip/B.E./BTech/Bsc/ Indl.Elect</li><li>• Should have in-depth understanding of the region assigned.</li></ul>                                                                                                                                                                                                                                                                                                                 |
| <b>Experience</b>                  | 8 - 10 years                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                   |
| <b>Salary</b>                      | As per industry standards (Approx 8 - 10 LPA + Performance based incentives)                                                                                                                                                                                                                                                                                                                                                                                                                                   |
| <b>Incentives</b>                  | Variable performance-based incentives are typically offered at 10-15% of the annual salary.                                                                                                                                                                                                                                                                                                                                                                                                                    |
| <b>Work From Home (WFH)</b>        | Position based on location as per email. Could involve operating remotely. Relevant perks as per company standards shall be provided                                                                                                                                                                                                                                                                                                                                                                           |
| <b>Vacancies for this position</b> | As Per Email                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                   |
| <b>Job Location</b>                | As Per Email                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                   |