





**ERA HYDRO BIOTECH  
ENERGY PRIVATE LIMITED**

Group Company- HYDRO BIOTECH SYSTEMS

 **Job Opening:** Field Sales Executive

 **Location:** Baner, Pune, Maharashtra

 **Company:** ERA Hydro-Biotech Energy Pvt. Ltd.

### What You'll Do:

- Identify and develop new business opportunities for Water & Wastewater Treatment projects (WTP / STP / ETP / RO / ZLD).
- Visit industrial, commercial, and municipal clients to generate project and AMC enquiries.
- Conduct site visits, understand client requirements, and coordinate with technical team for solution design.
- Prepare and present techno-commercial proposals, quotations, and cost estimates.
- Follow up with clients for proposal approval, negotiation, and order closure.
- Maintain strong relationships with existing clients for repeat business and AMC/service opportunities.
- Coordinate with Project, Service, and Procurement teams for smooth project execution after order finalization.
- Track sales pipeline, enquiry status, and maintain CRM / sales reports.
- Achieve monthly / quarterly sales targets and business growth objectives.
- Monitor market trends, competitor activities, and identify new business segments.
- Ensure timely payment follow-ups and support commercial documentation.
- Represent the company at client meetings, site visits, and technical discussions.



### What You Need (Must-Haves):

- Diploma / BE / B. Tech in Mechanical / Environmental / Chemical / Civil Engineering or relevant field.
  - Basic knowledge of Water & Wastewater Treatment systems (WTP, STP, ETP, RO, ZLD).
  - 1–4 years of experience in field sales / technical sales / project sales (water treatment preferred).
  - Understanding of industrial clients, project sales cycle, and tendering process.
  - Ability to read basic technical drawings / BOQ is an advantage.
  - Willingness to travel extensively for client visits and site meetings.
  - Basic knowledge of proposal preparation, costing, and negotiation.
- 

### Skills & Behaviours

- Strong communication and client relationship skills.
  - Sales and negotiation ability.
  - Result-oriented and target-driven mindset.
  - Technical understanding with solution-selling approach.
  - Market awareness and business development skills.
  - Planning, follow-up, and reporting discipline.
  - Self-motivated, proactive, and confident personality.
  - Ability to work independently and in coordination with cross-functional teams.
  - Professional ethics and customer-focused attitude.
- 

### Apply Now

#### 1. Reach Out Directly:

 Call or WhatsApp: 89567 19805

 Email: [hr@erahbt.com](mailto:hr@erahbt.com)