



Join a high-performing group with a purpose: to grow a safer, cleaner, healthier future for everyone, every day.

We are hiring for **Sales Engineer** in **Halma company Sofis**

Location	Business Unit	Report to
Vadodara	Safety	Head of Sales – Asia

About us

Halma is a global group of life-saving technologies companies, driven by a clear purpose. We are an FTSE 100 company with headquarters in the UK and operations in 23 countries, including regional hubs in India, China, Brazil, and the US.

Our diverse group of nearly 50 global companies specialize in market leading technologies that push the boundaries of science and technology.

For the last 42 years, the combination of our purpose, strategy, people, DNA and sustainable business model has resulted in **record long-term growth in revenues and profits and an increase in dividend by ≥ 5% every year**— an achievement unrivalled by any company listed on the London Stock Exchange.

Halma India fulfils the potential of the region by harnessing the diverse talents, expertise, infrastructure, and operational resources.

Why join us?

We offer a safe and respectful workplace, where everyone can be who they 'REALLY' are, feel free to bring their whole selves to work and use their unique talents, knowledge, expertise, experiences, and backgrounds to create meaningful outcomes.

We nurture entrepreneurial spirits and empower them to think beyond the possibilities, to discover, shape and build their own unique stories. We promote and support non-linear career growth for the right talent.

We are simple, humble and approachable, and we believe in leadership at all levels to bring our purpose to life. Everyone at Halma India makes an impact, and so do you when you join us!

We have a team of over 200 professionals representing commercial, digital and support functions across our seven offices in India, two in Bengaluru and one each in Delhi, Mumbai, Thanjavur, Vadodara and Ahmedabad.

Halma India is an equal opportunity employer, which means the base of our recruitment decisions is always on skills, competencies, attitudes, and values. We are committed to hiring from diverse backgrounds without regard to age, ethnicity, religion, marital status, disability status, sex, gender identity, or sexual orientation.





Detailed job description

About Halma Company Sofis

Sofis BV is a manufacturer of valve operation systems such as mechanical valve interlocks, portable actuators and valve position indicators. We are the world's largest interlock manufacturer, providing bespoke design solutions that protect people and property throughout the world. With a global team of 110 FTE we are dedicated to getting people home safely and increasing plant safety and efficiency while doing so. We serve the Energy, Process, Chemical, Marine, Power and Water industries.

Sofis is part of Halma PLC, a specialist market leader in safety, health and environmental technologies. Registered on the FTSE100 in London, Halma has annual sales in excess of £2.2 billion per annum and employs approx. 8,000 employees across 50 companies in more than 20 countries worldwide. Halma's purpose is growing a safer, cleaner and healthier future for everyone every day. Find out more about us at www.halma.com and www.sofisglobal.com

Position Objective (The purpose of role in current business/market scenario)

Sofis is looking to appoint a Sales Engineer who receives enquiries and independently reviews RFQs and opportunities, prepares quotations and follows up on quotations. Once awarded they take care of order acceptance and handover to the operations team to execute and deliver the orders. The Sales Engineer reports to the Head of Sales and may also be requested to actively promote Sofis' solutions and products to new and existing customers by visiting them. They are an essential part of the revenue generation team and will be required to follow up on leads and quotes sent out to help meet sales targets.

Responsibilities (KRAs / deliverables / job expectations)

- Evaluating and replying to incoming enquiries and queries from customers, agents, and distributors.
- Preparing complex quotes for review with the Sales Manager and/or preparing and submitting quotations for smaller requirements independently using Microsoft Dynamics.
- Following up on all quotations and responding to all technical and commercial enquiries/queries regarding quotations.
- Maintaining an overview of all incoming and pending quotations and following up with the customer periodically to maintain an up-to-date status in the CRM.
- Developing a good understanding of our products and applications including understanding the finer aspects of documentation, inspections and packing, especially for international projects.
- Reviewing and preparing the technical scope of quotes such as specification evaluation, lock/items list, tagging proposals (if applicable), (concept) sequence diagrams, including liaising with other OEMS such as valve manufacturers, actuator manufacturers, closure door manufacturers, etc. during bidding stage.
- Checking orders for technical soundness, completeness and compliance with quotation and complete order acceptance process.
- Reviewing tenders and contracts and understanding the significance of commercial clauses regarding risk & exposure.
- Contributing to achieving the annual sales and order intake target for the company.
- Be alert on potential up and cross sell opportunities.

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Academic Qualifications

- Bachelor's degree in engineering, (preferably a mechanical/chemical/petroleum engineering degree) Diploma of higher education or equivalent.

Experience (exposure)

- A minimum of 5 years' experience in a similar techno - commercial role.
- Knowledgeable in understanding technical drawings & reading P&ID's.
- Prior experience in bid management / proposal engineering and quoting for mechanical equipment/solutions for Oil & Gas, Chemical, Industrial projects will be preferred.
- Ability to answer technical and commercial queries, compile quotations and assemble accompanying documentation based on a thorough reading of RFQs.
- Fluent in English business communication both verbal and written.
- Past experience in dealing with international EPC contractors such as Linde, Worley, Technip, Saipem, JGC etc is an advantage.
- Team player with the ability to prioritize tasks well.
- Good working knowledge with Microsoft Word/Excel/Outlook & ERP systems (User of MS Dynamics is a plus).

Key attributes (critical functional competencies)

- Travel expectation is up to 10% of total work time. This will be both within India and also internationally as the need arises.
- Ability to work in a fast-paced and deadline driven environment.
- Ability to quickly understand new technologies / terms.
- Should be able to withstand working under pressure from meeting, multiple timelines for several international high demanding customers.

Competencies (fundamental skills and attitudes)

- High Performance and achievement oriented.
- Self-motivated and self-dependent.
- Go getter.
- Strong quality orientation.
- Humble (high integrity, patient and transparent).
- Strong learner and risk taker.
- Strong Analytical skills, data driven.
- Collaborative & Team Player.

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