

Training & Placement Cell

Dr. A.P.J. ABDUL KALAM UNIVERSITY, INDORE

Date : 1st January, 2024

Job opportunities for B. E. Civil and Mechanical Students

SIMPLIFYING SKILLS REQUIREMENT

For the current recruitment drive, we are specifically targeting 2023 passed-out Mechanical or Civil Engineers. We plan to extend opportunities for the 2024 batch next month.

About Company:

We take pride in being a world class brand offering high quality architectural products to the fast growing human lifestyle and construction sector, thereby creating a better life for people. Kinlong has more than 40 Subsidiaries all over the world, 622 sales offices and more than 15000 employees working together to achieve greater success and comfortable life balanced with fast pace environment and growing industry. Our footprint in India is spread with Sales Service Offices serving in Bangalore, Hyderabad, Kolkata, Chandigarh, Jaipur, Mumbai, Pune, Ahmedabad, Chennai, Kochi, Gurgaon, Noida, Lucknow, Indore. We are an Integrated Construction Hardware Supplier emphasizing on One Stop Solution for all your Construction Architectural Hardware requirement. We pioneer in Door & Window hardware Solution (UPVC & Aluminum), Point Fix & Curtain Wall System for all facades structures (spiders, clamps, tension rod, tension cable etc), Door Control System, Patch Fittings, Stainless Steel Railing System, Cast in Channels, Anchoring Solutions, Smart Home Solution & Security System, Natural smoke control system and intelligent ventilation window, Labour safety protection products.

We emphasize on Safety & Performance, Our own Product testing laboratories accredited by CNAS is a testimony for that. Strict QA & QC protocols are undertaken and all our products are certified to the highest standards. We at Kinlong Believe that "Unique value can only be created by professionalism and speculation has no future." Kinlong India has spread its wing in India with 5 Master Warehouses in Bangalore, Delhi, Mumbai, Chennai & Kolkata. Customer Satisfaction is our primary goal, we excel in meeting our performance with the service and performance expectation of our Esteemed Clients. We benchmark performance at each stage. Industry best tools and practices are undertaken by our In-House Indian Technical support team whose onsite and technical support has ensured that our Clients are happy and satisfied. Kinlong has successfully provided products and services to more than 1175 plus iconic skyscrapers/Landmarks around the world. Our expertise in customization, manufacturing, higher performance and affordability has resulted in some of the Best Landmark Projects in India such as the Meenakshi tech park which is the Tallest Single Cable Vertical Facade in India, The SS railing works of all the new Lulu Malls, Lodha World Towers, DAICEC Mumbai, Reliance Twin Tower, ONGC, Venus Stratum, Omkar 1973, Oberoi Esquire, K Raheja Artesia, Makers Maxity, Indiabulls BLU Towers, Phoenix Market City Mall, Godrej I & II, Oberoi Commerz I, Commerz II.

At Kinlong we believe in giving back to the society, the trust & support of our clients and well wishers have enabled us to realize our dream of KINLONG HOPE SCHOOL in India, a social initiative to bring a brighter tomorrow by creating opportunity to learn, educate and acquire knowledge for generations to come.



Job description :

Roles and Responsibilities

1. Aggressive to find the new opportunities/leads in the Construction Industry & Converting leads to orders.
2. Maintaining good relation with existing clients and getting regular business.
3. Meetings Developers, Architects, Facade Consultants, Fabricators and other parties related to construction industry to promote and get the business.
4. Meeting Purchase Manager, Technical Design-Head Or Director etc. to get information about on-Going projects.
5. Seeking the scope of the business in that project with regards to Glass, Aluminum, UPVC, Steel & Wood.
6. Providing necessary Technical support & Quotations to Clients.

7. Negotiating with clients on prices and getting orders, then placing order from Head Quarter as well as warehouse.

8. Order follow up & Payments.

Designation: Sales Engineer.

Experience required : 0-1 year.

Education Preference : BE (Civil/Mechanical)

Package : 3.20-3.40 Lakhs Plus additional sales incentives.

Perks and Benefits

Excellent career growth.

Investing in our teams growth and development is our top priority.

Medical and accidental insurance.

Competitive commission based on Sales.

A highly self-driven, feedback oriented, motivated work environment.



ANIL MISHRA
(Training & Placement Officer)