

Job description

Alliance Partner

We are looking for Alliance Partners who are sharp, creative, hardworking and hungry to succeed with an unwavering desire to be the best.

Traditional product sales are becoming less relevant as the need to provide solutions with least ownership time and cost involvement are become the norm in every market industry and in every market segmentation. Pai Kane products are leaders in the Electrical Equipment and have been in the business now for 31 years. We have helped shape the industry with being the first in several areas as they emerged over the years. We are well positioned to dominate this massively growing industry with our current and future offerings.

The Pai Kane Sales Culture

Winning Technology and Products – We offer the best technology and products for the Diesel & Gas Generator sets with best in class products, Switchboards to IEC61439 & CPRI 100 KA 6300A, Compact substations, up to 22 KV 2500 KVA and several other complimentary products. We pioneered manufacturing the acoustic enclosures in India and have several other firsts to our name.

Investing in People – We are creating a committed team to work with Alliance partners in different parts of the world with market dependent strategy and an Enablement Team to help you succeed. Sales process, practical methods and training to help you ramp faster and close larger deals.

Supportive Leadership – An industry leading leadership team with strong values, off the chart business acumen that will help you succeed quickly, while providing back end support for engineering and commercial, mentorship and guidance.

Competitive; We Play to Win – We are playing in fast growing industrial and commercial space.

Position: Alliance Sales Partner.

As a Pai Kane Sales Partner, you and Alliance Program Manager will be responsible for generating business through application-based solutions in the electrical distribution and power generating space. You will present the PK products and solutions to prospective customers, creating and delivering demonstrations/ specifications of the products, gathering customers technical requirements, creating test plans with customers, and then managing the sale process to a successful conclusion. To accomplish this, the Alliance Sales Partner must have a strong technical foundation and a desire to set the vision translating business objectives into enticing and actionable solution sales. The Alliance sales partner will act a trusted technical and business advisor to our clients while aiding the customer's procurement journey.

Expectations of Alliance Sales Partners.

You should aim to be the technical expert who best understands, articulates and evangelizes the PK approach to selling the Electrical infrastructure solution across industrial and commercial establishments.

You have outstanding verbal and written communication skills. Your presentations and demos for prospects, partners and customers are crisp, informative, and tailored to your audience, be they influencers, architects, consultants or customers.

You will connect with peers throughout PK to learn, contribute and share best practices.

You own the technical sales process from beginning of the inquiry generation process till the life cycle of the equipment, working in tandem with your regional sales manager to identify, qualify and scope opportunities, build and maintain account and territory plans, and execute sales

You're constantly building and maintaining strong relationships with key customer stakeholders as well as internal PK resources who all contribute to the success of your customers.

What We Expect from You

Bachelors or equivalent combination of education and 2 + years of experience preferably in a Sales or Business development role.

Prefer hands-on experience with systems installation

Practical experience working with electrical equipment, preferably switchboards, including troubleshooting;

You have worked with Channel partners and have a solid understanding of a channel-centric go to market approach.

Strong problem-solving skills, ability to analyse complex multivariate problems and use systematic approach to gain quick resolution, often under pressure.

What You Can Expect from Us

An environment where you will be learning cutting edge technologies and solution architecture.

A passionate and collaborative workplace

A sky is the limit compensation.

Why Pai Kane?

Pai Kane is a leading manufacturer and solutions provider in the field of Electrical equipment and installations, we deliver best in class products with innovation, and are present in 66 countries with plants in India and the UK.

People who excel at Pai Kane are smart, motivated and share our values.

Ask yourself: Do you want to team with best talent in the industry? Do you want to work on disruptive technology? Do you thrive in a fluid work environment? Do you appreciate a company culture that enables individual and group success and celebrates achievements? If you said yes, we'd love to talk to you about joining our award-winning team.

All applicants will receive consideration for employment without regard to race, sex, colour, religion, sexual orientation, gender identity, national origin. We welcome Veterans to join this program and all age considerations are waived for such.

Alliance Partner details

Full-time, exclusive, non-circumventing.

Function: Sales, Engineering and post-sales support.