



About Foam-Machinery

Foam Machinery ISO-9001 certified Quality System Company was established in 2001 in the North India. We have gradually strengthened our technological capabilities and today we specialize in producing the complete range of equipment for flexible foam requirements. Our product range comprises manual, semi-automatic and fully automatic user-friendly machines engineered for reliable performance and long life. The cutting accuracy and value match the best in the industry.

The company is fully capable of manufacturing any machinery as suited to customer's requirements. Full responsibility is undertaken by our competent personnel for layout, planning, training and successful trial run of the machines. We have already supplied foaming plants to units in India, Nigeria, Zimbabwe, Sudan, Lebanon and Caribbean subcontinents. We strive for excellence and customer satisfaction is our top priority. We ensure that the customers get their money's worth.

OUR PRODUCTS :

- Continuous Foaming Machine
- Batch Foaming Machine
- Rebounding Foam Plant
- Circular/Horizontal Cutting Machine
- Vertical Cutting Machine
- Peeling Machine
- Other Machines

POSITION: Graduate Engineer Trainee/Sales & Service Engineer

Area of Functionality: Production/Quality/Maintenance/Sales & service

KEY JOB RESPONSIBILITIES:

Graduate Engineer Trainee:

- The engineer trainee is responsible for the designs of the commodity depending on the sector in which he/ she is based.
- The engineer trainee is responsible for managing the data and all the information related to the particular project he/ she is assigned to.
- The trainee is responsible to follow all the directions given by his/ her mentor.
- The trainee engineer is responsible for completion of all the assigned tasks in the given deadline. All tasks assigned are for the trainees own learning.

- The trainee is responsible to carefully perform the tasks he/ she has been assigned and keep the mentor updated about the progress of the task/ project.
- The trainee is responsible for reporting to his/ her mentor after the completion of each and every task. And present to the mentor a summary of the project.
- The engineer trainee is responsible for preparing a report in how the training has helped him/ her in understanding the dos and don'ts of the sector. The report should be a comprehensive representation of his/ her experience.
- Attracts potential customers by answering product and service questions; suggesting information about other products and services.
- The Trainee should have to Knowledge about CAD/CAE/PLM and machines, tools, chemical and biological processing.
- The Trainee is Responsible to carefully Manufacturing Processes, Materials Management, Process Planning/Project Planning, and Quality Assurance.
- Completes production plan by scheduling and assigning personnel; accomplishing work results; establishing priorities; monitoring progress; revising schedules; resolving problems; reporting results of the processing flow on shift production summaries.
- Maintains quality service by establishing and enforcing organization standards. Ensures operation of equipment by calling for repairs; evaluating new equipment and techniques.
- Provides manufacturing information by compiling, initiating, sorting, and analyzing production performance records and data; answering questions and responding to requests.
- Creates and revises systems and procedures by analyzing operating practices, record-keeping systems, forms of control, and budgetary and personnel requirements; implementing change.
- The graduate engineer trainee should have a good communication skill and should have the ability to carry out or execute work plans as he has to work in close co-ordination with his reporting head. Once he carefully performs the tasks that has been assigned, regular reporting to the head should be done in proper systematic manner. He/she is liable to inform his mentor after each and every task is completed.

Sales & Service Engineer:

- searching for new clients who might benefit from company products or services and maximizing client potential in designated regions;
- Excellent communication skills
- A positive, enthusiastic attitude, Impressive, convincing and negotiating skills.
- Opens customer accounts by recording account information.
- Maintains customer records by updating account information.
- Resolves product or service problems by clarifying the customer's complaint; determining the cause of the problem; selecting and explaining the best solution to solve the problem; expediting correction or adjustment; following up to ensure resolution.
- Maintains financial accounts by processing customer adjustments.
- Recommends potential products or services to management by collecting customer information and analyzing customer needs.
- Prepares product or service reports by collecting and analyzing customer information.
- Contributes to team effort by accomplishing related results as needed.
- The Target would be To Sales and Business development.
- developing long-term relationships with clients through managing and interpreting their requirements;
- persuading clients that a product or service best satisfies their needs in terms of quality, price and delivery;
- negotiating tender and contract terms and conditions to meet both client and company needs;
- calculating client quotations and administering client accounts;
- providing pre-sales technical assistance and product education, and after-sales support services;

- analyzing costs and sales;
- preparing reports for head office;
- meeting regular sales targets and coordinating sales projects;
- supporting marketing activities by attending trade shows, conferences and other marketing events;
- making technical presentations and demonstrating how a product meets client needs;
- liaising with other members of the sales team and other technical experts;
- helping in the design of custom-made products;
- Providing training and producing support material for other members of the sales team.

Period OF Probation: - Three Month Fixed Term

Job Location: Pan India

Eligibility: Diploma/B.E/B.Tech (Mechanical/Electrical /Electronics)

WORK EXPERIENCE: - Fresher (0 to 3 year)

SALARY RANGE: -Rs 1.00 LACS to Rs. 2.20 LACS (Depending upon no of year relevant work experience & skills)

PERFORMANCE INCENTIVES: Monthly performance incentives (best in industries)

STATUTORY BENEFITS: -
1. Employee Provident Fund
2. ESI

Url : www.foam-machinery.com

Batch: 2014/2015