# Graduate Engineer Trainee – Sales Engineer

*Driving Sales of IICT GmbH's Hands-On Training Systems and Lab Solutions in India*

**(Full-time, 0–1 year experience | Chemperi, Kannur, Kerala, India, with travel | IICT GmbH India – International IoT Communication Technologies Pvt. Ltd.)**

### About Us

**International IoT Communication Technologies Private Limited (IICT GmbH India)** is the Indian operations company of **IICT GmbH**, Germany. IICT GmbH offers a complete training system — **one connected learning ecosystem, from training hardware to guided experimentation**, combining **physical training systems, virtual labs, and structured hands-on courses** into one practical learning pathway across **IoT, 5G/6G, and Embedded AI**. Join our dynamic team and help shape the future of connected technologies.

**More details:**
www.ii-ct.com
www.iict-training.com

## Role & Responsibilities

As a **Graduate Engineer Trainee – Sales Engineer**, you will drive **sales and business growth for IICT GmbH's products in India** by identifying new opportunities, acquiring customers, and converting leads into orders. You will engage directly with customers, understand their requirements, propose suitable **training and lab solutions**, and work toward assigned sales targets while building strong, long-term customer relationships. Your tasks include:

### Business Development & Customer Engagement

- Drive sales growth by **identifying and developing new business opportunities** with engineering colleges, universities, training institutes, skilling centers, and industry.
- Conduct **regular customer visits, meetings, and sales presentations**; understand customer needs and propose suitable solutions from IICT GmbH's training hardware, virtual labs, and courses.
- Build and maintain strong relationships with **end customers, partners, and channel partners**.

### Sales Execution

- Generate enquiries, **prepare commercial offers, and close orders**.
- Achieve assigned **sales targets** (monthly, quarterly, and annual).
- Develop and manage a robust **sales pipeline**; track activities in CRM and ensure accurate forecasting.

### Market Insight

- Continuously explore **new markets, institutions, industries, and applications** for IICT GmbH's offerings.
- Monitor **competitor activities and market trends**, and share insights with the Managing Directors.
- Work with the technical and training teams to support **demonstrations, pilots, and customer onboarding**.

## Qualifications & Requirements

- **Bachelor's degree in engineering** (CSE, ECE, Mechatronics, Electrical, Electronics, Instrumentation, or related fields), with **0–1 year** of experience in sales.
- Strong passion for **B2B sales and business development**, and willingness to **travel extensively**.
- Excellent **communication, negotiation, and influencing skills**, with a target-driven, result-oriented mindset.
- Strong **interpersonal and relationship-building skills**.
- Basic understanding of **IoT, embedded systems, 5G/6G, or technical education and lab environments** is an advantage.
- Good written and spoken **English**.

## What We Offer

- A **full-time position** at our **Kannur, Kerala office** (location near Chemperi, 670632), working with a team connected to **IICT GmbH** in Germany.
- Hands-on experience in **technical B2B sales** of IoT, 5G/6G, and Embedded AI training systems and lab solutions.
- Direct exposure to the **Managing Directors** and to how a deep-tech German company builds its sales in India and globally.
- A collaborative, international environment with room to grow into larger sales responsibility.
- **Our India Office location:** Chemperi, a beautiful hilly village region of Kannur, Kerala, with fresh air and green surroundings — we believe the future deep-tech ecosystem should not sit only in Tier 1 and Tier 2 cities, and **we invite candidates who value a local, village work atmosphere** to help us build the company further.
- **Settling in:** we help you find suitable accommodation and integrate into the local environment.

**To apply, please send your CV and a short motivation letter to jobs@ii-ct.com**

**We are already looking forward to your application!**