



Junior Sales Engineer

Job Description: This is a high-energy, on-the-road role. You will visit customer sites across Mumbai, conduct live product demos, assess network readiness, and work alongside our pre-sales team to accelerate deal closures. This role is perfect for a fresher who wants to learn, earn, and grow fast in the IT/telecom industry.

Responsibilities:

- Conduct on-site visits to 3–5 customer locations daily across Mumbai
- Carry and demonstrate the Demo Kit (IP phones, gateway, 4G router) at customer sites
- Perform live demos of SIP calling, soft clients, and IP phone setups
- Conduct basic network readiness checks (IP config, LAN, internet quality)
- Gather technical and commercial requirements from the customer
- Coordinate with inside sales and presales team for same-day proposals
- Assist in order closure by addressing on-site objections
- Provide post-sale installation support for smaller deployments
- Share daily visit reports and update CRM after every visit

What you will be selling:

- SIP Trunking & Cloud Telephony solutions (TATA Tele Products)
- IP Phones and Communication Hardware (Grandstream, Dinstar)
- Microsoft 365 & Teams licenses
- Bundled communication packages (Starter / Growth / Scale SKUs)
- Tata Tele Business Services (TTBS) connectivity solutions

Required Skills:

- Basic networking knowledge — understanding of IP addressing, LAN, routers, switches
- Comfortable with physical product setup and troubleshooting
- Strong communication skills — ability to explain technical concepts simply
- Willingness to travel extensively across Mumbai daily
- High energy, positive attitude, and a desire to learn quickly
- Two-wheeler / valid driving license preferred

Experience: Fresher – 1 Year (Basic networking knowledge preferred)

Please send updated profile at hr@jampotech.com

More Information: <http://jampotech.com/> <https://www.linkedin.com/company/3361426/admin/>

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