



CIN NO: L24304MH2016PLC286140

Certified Company : An ISO 9001 : 2015 - An ISO 14001 : 2015 - AN BS OHSAS 45001 : 2018

MCON RASAYAN INDIA LTD.

Trusted Partner In Construction Chemicals



Job Title / Role: Specification Engineer / Technical Specification Manager – Waterproofing & Construction Chemicals

Department: Sales

Location: Pune

Reporting To: Segment Head

About the role:

We are looking for an experienced Civil Engineer or Architect to drive product specification activities for the Mcon brand in the Pune region. The primary responsibility of this role is to build strong relationships with architects, structural consultants, and other design professionals to ensure that Mcon products are specified in project tenders and technical specifications. The role also involves providing technical support for waterproofing inquiries, preparing technical BOQs, and working closely with the sales team to convert specified projects into successful business.

Key Responsibilities

Specification & Consultant Management

- Meet architects, structural consultants, PMC consultants, and other design professionals on a regular basis.
- Promote Mcon waterproofing and construction chemical solutions.
- Ensure Mcon products are specified in project specifications, tenders, and BOQs.
- Develop and maintain strong professional relationships with consultants and key influencers.
- Conduct technical presentations, product demonstrations, and knowledge-sharing sessions for consultants and project stakeholders.

Technical Support

- Study project drawings, specifications, and waterproofing requirements.
- Prepare and review technical BOQs for waterproofing systems.
- Recommend appropriate waterproofing solutions based on project requirements.
- Coordinate with consultants to finalize technical specifications and approved systems.
- Provide technical clarifications during the tendering stage.

Registered Office: 101/A, 1st Floor, Maxheal House, Plot-169, Cts-104 Bangur Nagar, Goregaon West, Near Ayyappa Temple, Mumbai, Maharashtra - 400090

Corporate Office: Gala No 6 Bardanwala Estate, Nr Dutt Mandir Bandiwali Hill Road, Jogeshwari West, Mumbai, Maharashtra - 400102

Phone : +91 8976907887 | **Email :** info@mconrasayan.com | **Visit us :** www.mconrasayan.com

**Sales Support**

- Work closely with the regional sales team to track projects from specification to execution.
- Assist in converting specified projects into confirmed orders.
- Support the sales team during technical discussions, negotiations, and site meetings.
- Coordinate with application teams wherever required for successful project execution.

Market Development

- Identify upcoming projects and maintain a database of architects, consultants, developers, and contractors.
- Monitor competitor specifications and recommend strategies to improve Mcon's specification share.
- Gather market intelligence on new construction projects and emerging waterproofing technologies.

Reporting

- Maintain records of consultant visits, project pipeline, specifications achieved, and conversion status.
- Submit weekly and monthly activity reports.
- Track key performance indicators related to specifications and project conversions.

Required Qualifications

- Bachelor's Degree in Civil Engineering (B.E./B.Tech Civil) or Architecture (B.Arch)
- Candidates with experience in waterproofing, construction chemicals, building materials, or related construction products will be preferred.

Key Skills Required

- Strong technical knowledge of waterproofing systems and construction chemicals.
- Ability to understand architectural and structural drawings.
- Experience in preparing BOQs and technical specifications.
- Excellent presentation, communication, and relationship-building skills.
- Strong negotiation and influencing abilities.

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- Commercial awareness with the ability to support sales conversions.
- Self-motivated, organized, and result-oriented.
- Proficiency in Microsoft Office (Excel, PowerPoint, Word). Knowledge of AutoCAD will be an added advantage.

Experience:

- 2–5 years of experience

Key Performance Indicators:

- Number of consultant and architect meetings conducted.
- Number and value of projects where Mcon is specified.
- Specification-to-order conversion ratio.
- Value of business generated through specified projects.
- Number of technical BOQs prepared and supported.
- Consultant engagement and relationship development.
- Contribution to regional sales growth.

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