

Job Description

JOB TITLE / DESIGNATION:	SALES ENGINEER – WATER & WASTE WATER
REPORTS TO:	Regional Sales Manager – Water and Wastewater
PROJ/DIV/DEPT/LOCATIION:	SALES DIVISION – ABU DHABI

ROLES and RESPONSIBILITIES

(This job description in no way states or implies that these are the only duties to be performed by the employee occupying this position. The incumbent is expected to perform other duties necessary for the effective operation of the department)

- Presenting and demonstrating company products and capabilities to potential clients;
- Negotiating tender and contract terms, to meet both clients and company needs;
- Recording and maintaining client contact data;
- Meeting regular sales target;
- Searching for new clients who could benefit from company products or services;
- Visiting potential clients;
- Analysing costs and sales;
- Providing pre-sales technical assistance and product education;
- Liaising with other members of the sales team and other technical experts;
- Preparation of client quotations & proposals;
- Obtain and correlate customer feedback to assist with production planning, market analysis and product development;
- Develop in-depth process and application knowledge for the industries served by the company;
- Responsible for representing the product to customers and at field events such as trade shows, conferences, seminars, and other marketing events;
- Establish and cultivate networking relationships at strategic levels;
- Managing and interpreting customer requirements;
- Offering after-sales support services;

QUALIFICATIONS AND REQUIREMENTS FOR THE POSITION

- Education Level** : Engineering Graduate, Applied Science or Environmental Science Degree or higher.
- Experience** :
- Minimum of (5) years sales experience in the UAE within the water and wastewater markets.
 - A background in the development and presentation of proposals to Consultants, Civil and MEP contractors and Municipal Authorities.
- Other Specific Requirements** :
- Excellent communication (verbal & written), interpersonal skills and listening skills; commercial drive & awareness; independent working and decision making skills; highly organized with a particular attention to detail; Self motivated with strong presentation skills.
 - Possess a valid UAE Driver’s License or any valid driver’s license convertible in UAE.
 - Should be fluent in both English and Arabic Language.