

# United Arab Emirates Jobs Expertini®

## BOD Lead - Control Systems , Dubai

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Company: Johnson Controls, Inc.

Location: dubai

Category: other-general

**What you will do**The BOD Lead is a key role, reporting to the General Manager – Install Business responsible for our direct business across Middle East region. The team focuses on the Install product portfolio specifically Controls Systems. You will be based in Dubai and will be part of an emergent team that is focused in expanding our footprint and customer base to achieve our strong growth objectives. You will target to have our BMS - Controls products specified by Consultants and Installers into their bids and projects for GCC region. You will also be supporting the existing team on value engineering, basis of design and training on BMS equipment's. As a member of this team, you will work within a vibrant environment that provides a platform for you to use your experience to deliver our business objectives for our Middle East and Africa region.

**How you will do it**As a BOD Lead Engineer you will use your in-depth technical expertise in Control Systems to have the products specified by consultants. You will also be responsible for conducting training and seminars for consultants and end users in the region. You are a hunter driven to seek and develop existing business and long term customer relationships, self-motivated. You're analytical, perseverant, determined and reliable in your approach to work, managing multiple priorities simultaneously because of your excellent planning, organization and time management skills.

**What we look for**Required Bachelor degree in Electrical / Electronics Engineering Minimum 8 years of experience as Consulting Sales for BMS industry for Controls Systems Proven track record of having Controls Systems specified by Consultants and Installers into their bids and projects. Prior experience of preparing estimations, material submittals, providing technical report and interpreting technical designs Excellent verbal and written communication

skillsFluent language skills in EnglishAbility to travelPreferredExperience of executing full site auditsValid UAE Driving License

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