

Business Development Manager – Renewable Energy – North Africa Lucy Electric · Dubai

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Company: Lucy Electric

Location: Dubai

Category: other-general

Lucy Electric is a leader in secondary power distribution solutions with over 100 years' industry experience. Specialising in high-performance medium voltage switchgear for utility, industrial and commercial applications, we enable the safe and reliable distribution of energy to homes and businesses worldwide.

As a Business Development Manager, with us, Lucy Middle East and based in Dubai, you will develop Lucy Electric's Business in the Renewable Energy Sector and also additionally develop the business in the French speaking North African countries like Algeria, Morocco, Tunisia etc.

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Key Responsibilities

The position is responsible to:

Carryout Pre-Sales activities such as Prequalification, pilot projects, creating opportunities, promoting Solutions both internally and externally, delivering presentations and hands-on demonstrations.

Support the Tendering Team to identify the optimal techno-commercial solution, prepare a comprehensive technical offer, provide cost estimates, assist with bought out components and set the selling prices in coordination with the respective Area Sales Manager.

Support the Sales Team in all Renewable Energy related activities

Liaise with contractors, consultants and end users for approvals

Keep project files and accurate records of discussion or correspondence with customers.

Manage Purchase Orders: Coordinate with Engineering to create production release BOMs, coordinate FAT inspection with Contracts Manager and coordinate delivery requirements with Factory and Logistics Manager.

Submit a 6-month forecast and update the List of Major Live Projects on monthly basis.

Undertake any other duties and responsibilities as required / instructed in order to maintain and / or improve the efficiency, quality and service provided by the Sales Department.

Undertake business travel abroad when required.

Qualification, Experience & Skills

Bachelor's Degree in electrical engineering or related field from an accredited university, master's degree, or equivalent.

An appropriate business qualification.

Fluent in both written and verbal English & French

4 Years Minimum Experience In Renewable Energy Sector.

8 years minimum experience in Sales of Electrical Equipment

Job-Specific Skills:

Advance Technical Knowhow & Product Knowledge

Good Negotiation Skills

Time Management and Planning

Constructive Reporting

Good Presentation Skills

Problem Solving

Excellent Interpersonal Skills

Behavioral Competencies:

Excellent Organizational Skills, Ability to prioritize and work to tight deadlines.

Understanding of Health & Safety rules and safe working practices

Customer Focused

Excellent Communication Skills.

Excellent MS Office (Excel, Word, MS Project and Outlook)

Able to use own initiative

Able to work alone and as part of a team

Don't miss out on this exciting opportunity – apply now at dubaiofferz.com

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