

Carrier Jobs in Dubai | Senior Sales Engineer Jobs

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Company: Carrier

Location: , Dubai, United Arab Emirates

Category: architecture-and-engineering

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Description:

To achieve the sales target for the Service Business Unit products with specified gross margin contribution and receivable days, in line with the company's Environment, Health & Safety and total quality standards. Subordinates only a sales engineer role and will be reporting to the Market Manager Dubai and NE.

Job Responsibilities:

Work towards achieving the assigned order intake target in the respective categories of Service Agreements and Service Repairs, while complying with company Finance, Ethics and Sales Policies.

Work towards achieving the assigned sales target in the respective categories of Service Agreements and Service Repairs, with aggressive internal and external customers' follow-up.

Work towards achieving the assigned Gross Margin target in the respective categories of Service Agreements and Service Repairs by extensive customer negotiation and winning projects at the right price.

Job Requirements:

Mechanical or Electrical Engineering Bachelors Degree.

Be located in preferably in Dubai.

Minimum of 5 years of experience on the HVAC Industry.

Good level of English.

#J-18808-Ljbffr

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