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HVAC Sales Engineer Jobs In Dubai | TICARE AC SUPPLY AIR-CONDITION TRADING LLC

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Company: TICARE AC SUPPLY AIR-CONDITION TRADING LLC

Location: dubai

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TICARE are looking for sales engineer create long-term relationships with our customers through the development of close relationships with HVAC contractors, consultants, M&E companies and end users. The primary role is to drive sales of our VRF, Chiller and Airside systems into the HVAC market through direct sales.

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Responsibilities

You're joining the Manufacturing Excellence Facilitator in healthy, safe,sustainableand intelligent building.

Ticare AC Supply is TICA'S branch and after-sale service center in the middle east area.

We create solutions that matter for people andourplanet – and our employees are the heart of it all.

As an employer of choice, we strive to provide a great place to work that attracts,developsand retains the best talent, promotes employee engagement, fosters teamwork and ultimately drives innovation for the benefit of our customers.

In short, Our greatest assets are the expertise,creativityand passion of our employees– and we're excited for you to join the team.

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Requirement

Serve as the lead point of contact for all customer account management matters

Build and maintain strong, long-lasting client relationships

Provide design and application advice to customers promoting energy efficient solutions for their projects

Work closely with customers to negotiate contracts / projects and close agreements to maximize profits

Develop new business opportunities with existing clients and / or identify areas of improvement to meet sales targets

Forecast and track key account metrics (e.g. quarterly sales results and annual forecasts)

A proactive introduction of our product portfolio in order to assist in the decision-making process for clients

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