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HVAC Sales Representative Jobs In Abu Dhabi | TICARE AC SUPPLY AIR-CONDITION TRADING LLC

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Company: TICARE AC SUPPLY AIR-CONDITION TRADING LLC

Location: dubai

Category: other-general

HVAC Sales Representative Jobs In Abu Dhabi | TICARE AC SUPPLY AIR-CONDITION TRADING LLC

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

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

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Responsibilities 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

Present to customers covering the features and benefits of our product portfolio, CPD's and other subjects such as legislation requirements Apply Also Business Development

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Requirement 3 years+ sales experience with HVAC

Assist to design and Project management in air conditioning, chillers, Airside and control systems , and the ability to support clients through design concepts

Knowledge and understanding of current legislation

Experience of presenting on PowerPoint and system training to customers

IT literate – good background of utilising Excel, PowerPoint, CRM

Innovative to assist in new product launches or promotions

An ability to multitask several client requests at the same time Apply Also McDonalds UAE

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