

HVAC Valves Sales Engineer Jobs In Dubai | PLUM JOBS

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About the job

Our client is a well-established turnkey HVAC and solar engineering firm specializing in heating, chilling, solar, and energy-saving solutions for industrial, commercial, and mixed-use buildings. As part of their growth, we are hiring a UAE and GCC experienced valves sales engineer to join their Dubai office. The successful candidate will be responsible for lead generation, converting qualified leads into sales orders in new accounts; leverage existing accounts to cross-sell additional products.

Requirement

Drive profitable growth through new opportunities, cross and upselling, market penetration, and organic growth of custom-engineered products and solutions.

Develop sales plans to achieve business and financial goals and drive sales growth through effective pricing strategies and go-to-market strategies.

Lead the preparation of high-value tenders.

Sales forecasting and achieving annual sales targets.

Business networking to build strong industry relationships to maximize sales growth.

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