

Instrumentation Sales Engineer

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Company: HUBER Technology US & CA

Location: Sharjah

Category: architecture-and-engineering

Responsible for Product Sales for the Water and wastewater treatment-related instrumentation. Coordinate with the production and electrical team to support the installation and assembly of instruments on skids. Prepare, Submit and Follow up Quotations with technical support and commercial negotiations until Sale closes out as per Company Sales Procedure. Interpret Client's Needs & Optimize Offers & Solutions to Maximize the Potential Chance of Award and Profit. Establishes & maintains key Accounts in the Core Fields and designated Market, including Key Customer Relationships (Authorities, Contractors, Consultants and End Users). Liaise with principals and suppliers for the required Technical Information and Best Possible Payment Terms. Establish and maintain Suitable Networks (Agents, Subsidiaries, Partners, Branch Offices). Co-operate, Support and Engage with other Sales, Business Development and Marketing Teams to Achieve and Maximize Potential Output and Company Success. Forecast and Achieve Annual Sales Target. Ensure Profitability and Growth of the Concerned Business Area and/or Region with Full Utilization of All available Resources to meet the Target. Hand Over to the project team upon award and Support Projects during the Execution. Provide technical guidance and mentorship to technicians as needed. Keep up-to-date with industry trends, emerging technologies, and best practices. Represent the Company at meetings, presentations, webinars, and other events. Provide Technical Input and Support for the Company to prepare Sales and related Reports by Collecting, Analyzing and Summarizing Relevant Information and Trends.

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