

# United Arab Emirates Jobs Expertini®

## Lead Channel Sales Rep | Honeywell Abu Dhabi

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Company: Honeywell

Location: , Abu Dhabi Emirate, United Arab Emirates

Category: sales-and-related

### Lead Channel Sales Rep | Honeywell Abu Dhabi

Honeywell is a Fortune 500 company that invents and manufactures technologies to address tough challenges linked to global macrotrends such as safety, security, and energy. With approximately 110,000 employees worldwide, including more than 19,000 engineers and scientists, we have an unrelenting focus on quality, delivery, value, and technology in everything we make and do.

Be the front line seller who drives sales, identifying and generating opportunities for different kinds of customers. You will foster client satisfaction by maintaining regular customer contact and managing customer expectations. You will develop customer relationships through coordinating and/or attending trade shows, seminar, and similar events. You will provide education of Honeywell product through technical presentations. You will maintain, and provide reports and opportunity status using our customer relationship management system. You will provide competitive intelligence and market trends. You will provide forecast/demand input to Sales Inventory Operations Planning (SIOP).

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Bachelor's degree in Chemical/Process Engineering, or related field.

Proven track record in software sales, preferably in the process simulation or design software market.

Strong technical aptitude and understanding of process engineering concepts.

Excellent communication and presentation skills.

Ability to work independently and collaboratively in a fast-paced environment.

Familiarity with Honeywell UniSim Design, or similar process simulation software is a plus.

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