

United Arab Emirates Jobs Expertini®

Sales Account Manager- Services Business | AI Futtaim Real Estate | AI Futtaim Technologies | A[...]

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Company: AI-Futtaim

Location: dubai

Category: other-general

Sales Account Manager- Services Business | AI Futtaim Real Estate | AI Futtaim Technologies | AI-Futtaim Dubai

As a family-owned business, we take a long-term view in everything we do, because we believe that sustainable success requires uncompromising commitment.

That's the reason why some of the world's most admired and innovative brands from the USA, UK, Japan, Sweden, France, Germany and Switzerland – from sectors as diverse with each other as automotive, retail, real estate and finance – trust AI-Futtaim with their own reputation and commercial success since the 1930s.

Responsible of the Services business AMC Sale in Abu Dhabi and achieve quarterly and yearly AMC sales target of the division.

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Manage AMC sales business of small -medium and enterprise-level customers for the CCTV, Access Control, Intrusion Detection, Intercom, GRMS, BMS, AV and IT systems for the services business.

Manage small and medium upgrade/casual job projects related to Security, ELV and IT systems to develop and grow services business.

Strong liaison and negotiation skills with clients, vendors, and partners.

Explore market for new customers and develop strong customer base for the services business.

Attend Sales meetings, Site survey visits, collect and provide all necessary sales enquiry

input for Estimation and submit quotation and tenders for Small- Medium and Large Maintenance Contracts of Security, AV, BMS, IT and other LV systems.

Able to work under pressure and fast-paced environment, willing to work extended hours for achieving sales targets.

What you will do:

Responsible for:

Responsible for revenue, gross margin and profit achievement for the division based on budgeted sales target.

Prepare Sales Plan and Manage sales from existing and new Accounts.

Generate new customer accounts.

Sales meetings, Site survey visits, collect and provide all necessary sales enquiry input for Estimation and submit quotation and tenders for Small- Medium and Large Maintenance Contracts of Security, AV, BMS, IT and other LV systems.

Provide major managerial inputs in tendering and job estimation activities.

Prepare monthly sales and Sales, project pipeline report

Plan, monitor, and coordinate and develop new Sales accounts and projects. Generate continuous and constant business opportunity.

Security Consultants

Fitout Companies

Follow-up for invoicing and collections of Sales on executed projects and jobs.

Respond directly to sales enquiry calls from clients

Present prospective clients with the department's full range of product range and services

Ensure the healthy customer relation for repeat orders from new and existing clients

Job Context:

Internal Work Relationships within Group:

Accounts: Budgeted sales Target, Invoice details, Purchase: LPO and ERP issues; Tendering: Estimation queries; HRD: Training programs and schedules.

External Work Relationships:

Suppliers: Market, Products, material acquisition and consumables; Subcontractors: specialized services.

Required skills to be successful:

Company-Specific Knowledge:

ERP

Products, technical descriptions, and applications

Knowledge of security system regulatory requirement in Dubai, Abu Dhabi, Al Ain Northern and Western region, and other UAE emirates in general.

Knowledge of AMC contracts, KPI and SLA

Knowledge of industry-specific quality and productivity standards

Technical know-how related to specific project requirements

People Skills:

Communication skills

Perseverance and hardworking nature

Stress-Management skills

Problem-Solving and conflict-resolution skills

What equips you for the role:

Minimum Qualifications and knowledge:

Graduate Engineer in Electronics/Computer Sciences

Minimum Experience:

5 years of Sales experience in Projects and Services sales business for Security, AV, BMS, IT and other LV systems.

UAE Driving License

Don't miss out on this exciting opportunity – apply now at dubaiofferz.com/#J-18808-Ljbfrr

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