

United Arab Emirates Jobs Expertini®

Sales Engineer BMS and Lighting Control

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Company: Sharaf DG

Location: dubai

Category: other-general

Dubai, United Arab Emirates | Posted on 02/14/2024 • Develop and execute sales strategies to promote BMS and lighting control solutions • Identify potential clients, market opportunities, and key decision-makers within target industries • Build and maintain relationships with clients, architects, contractors, and other stakeholders • Understand customer needs and provide tailored solutions through effective communication and presentations. Product

Knowledge: • Partner with quality brands and seek exclusivity on projects/clients • Stay updated on the latest developments in BMS and lighting control technologies • Demonstrate a deep understanding of the features and benefits of products to effectively communicate their value proposition. Proposal and Quotation: • Prepare and present proposals, quotations, and technical documentation to potential clients • Collaborate with technical teams to ensure accurate and competitive pricing. Project Coordination: • Coordinate with project managers and engineers to ensure the successful implementation of BMS and lighting control solutions.

• Work closely with clients to understand project requirements and provide accurate specifications. Market Analysis: • Conduct market research to identify trends, competitor activities, and potential business opportunities • Provide insights on market demands, customer preferences, and industry challenges Requirements: • Bachelor's degree in electrical engineering, Business, or a related field • Proven experience in technical sales, preferably in BMS, lighting control, or related fields • Strong technical knowledge of BMS and lighting control systems • Excellent communication and presentation skills • Ability to build and maintain relationships with clients • Results-oriented with a proven track record of meeting or exceeding sales targets • Familiarity with relevant building codes and regulations • Willingness to travel as

required•UAE DL+ Vehicles•Available to Join immediately or within 30 days' notice•Salary10,000 + Other benefits •Set and achieve sales targets and objectives within the designated territory or market•Track and report sales performance metrics. •Submit weekly sales progress reports & update in CRM on projects' potential closures•Collaborate with marketing teams to create promotional materials, participate in trade shows, and execute marketing campaigns. •Work closely with the sales team to ensure a coordinated approach in achieving overall business objectives.

Requirements Requirements: •Bachelor's degree in electrical engineering, Business, or a related field. •Proven experience in technical sales, preferably in BMS, lighting control, or related fields. •Strong technical knowledge of BMS and lighting control systems. •Excellent communication and presentation skills. •Ability to build and maintain relationships with clients. •Results-oriented with a proven track record of meeting or exceeding sales targets. •Familiarity with relevant building codes and regulations. •Willingness to travel as required•UAE DL+ Vehicles•Available to Join immediately or within 30 days' notice

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