

United Arab Emirates Jobs Expertini®

Sales Engineer BMS and Lighting Control

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Company: Sharaf DG

Location: Dubai

Category: architecture-and-engineering

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•Availableto Join immediately or within 30 days' notice•Salary10,000 + Other benefits • Set andachieve sales targets and objectives within the designated territory or market • Trackand report sales performance metrics. • Submitweekly sales progress reports & update in CRM on projects' potentialclosures • Collaborate with marketing teams tocreate promotional materials, participate in trade shows, and execute marketing campaigns. • Workclosely with the sales team to ensure a coordinated approach in achievingoverall businessobjectives. Requirements Requirements: • Bachelor'sdegree in electrical engineering, Business, or a related field. • Provenexperience in technical sales, preferably in BMS, lighting control, or relatedfields. • Strongtechnical knowledge of BMS and lighting control systems. • Excellentcommunication and presentation skills. • Abilityto build and maintain relationships with clients. • Results-orientedwith a proven track record of meeting or exceeding sales targets. • Familiaritywith relevant building codes and regulations. • Willingnessto travel as required • UAE DL+ Vehicles• Availableto Join immediately or within 30 days' notice

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