

## Sales Engineer - Industrial Automation

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Company: Dubai Limited

Location: , , United Arab Emirates

Category: architecture-and-engineering

Category: Sales Career Level:Experienced (Non-Managerial) Experience3 Years Required  
Qualification: • Bachelor's degree in electrical engineering or a related field. Requires Traveling:  
Yes Salary:3500 - 4500 AED Salary Type: Per Month Total Vacancies: 1 Skills sales engineer  
industrial automationsales customertechnical solutions implementation customer engagement  
buildrequirements technical sales product benefits teamclient sales strategyproposal  
development sales support product developmentelectrical engineering engineering  
DescriptionJob Summary; We are looking for a talented Sales Engineer with a strong  
background in industrial automation to drive sales growth and foster long-term customer  
relationships. The ideal candidate will be responsible for understanding customer needs,  
presenting technical solutions, and collaborating with cross-functional teams to ensure  
successful implementation of our industrial automation products. Key Responsibilities:• Build  
and maintain strong relationships with existing and potential clients in the industrial  
automation sector.• Understand customer requirements and challenges to provide tailored  
solutions that meet their specific needs.• Technical Sales: • Utilize in-depth knowledge of industrial  
automation products and technologies to effectively communicate product features,  
advantages, and benefits to customers.• Collaborate with the technical team to develop  
customized solutions based on client requirements.• Sales Strategy: • Develop and implement  
strategic sales plans to achieve revenue targets and expand market share. • Identify new  
business opportunities and areas for growth within the industrial automation sector. • Conduct  
product demonstrations and presentations to showcase the capabilities of our industrial  
automation solutions. • Address technical queries and concerns to ensure customer confidence in

the product. • Quotation and Proposal Development: • Prepare accurate and competitive quotations and proposals for industrial automation projects. • Work closely with the sales support team to ensure timely and precise documentation. • Stay informed about industry trends, competitor activities, and market developments. • Provide feedback to the product development team to enhance existing products and identify opportunities for new offerings.

Qualifications and Skills: • Bachelor's degree in electrical engineering or a related field. • At least one year of experience in the UAE. • Proven experience in sales within the industrial automation sector. • Strong technical background with the ability to understand and communicate complex engineering concepts. • Excellent interpersonal and communication skills. • Results-oriented with a track record of meeting or exceeding sales targets. • Ability to work collaboratively in a team and independently. • A driving license is a must.

Working Conditions: 3500-4500 AED Job Specification Rabia Yasin (Recruiter) is in search of talented and motivated individuals for the post of Sales Engineer - Industrial Automation in the field of Sales in one of their office located in Dubai - United Arab Emirates. The ideal candidate should have • bachelor's degree in electrical engineering or a related field. qualification and atleast 3 years of experience. The position require sales engineer, industrial automation, sales, customer, technical, solutions, implementation, customer engagement, build, requirements, technical sales, product, benefits, team, client, sales strategy, proposal development, sales support, product development, electrical engineering, engineering mandatory skills. This is a Full-Time morning shift job. Salary vary between 3k to 4k (AED) per month depending upon skills and years of experience candidate got.

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