

Sales Engineer Jobs In Dubai | Century Fire & Safety L.L.C

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Company: Century Fire & Safety L.L.C

Location: Dubai

Category: architecture-and-engineering

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The candidate will be part of Sales department, handling the followings responsibilities:

Searching for new clients who could benefit from our products and services in a designated region

Visit potential clients

Establishing new, and maintaining existing, relationships with customers.

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Responsibilities

Managing and interpreting customer requirements

Persuading clients that a product or service will best satisfy their needs

Calculating client quotations

Negotiating tender and contract terms

Negotiating and closing sales by agreeing terms and conditions

Offering after-sales support services

Administering client accounts

Analyzing costs and sales

Preparing reports for head office

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Requirement

Meeting regular sales targets

Recording and maintaining client contact data

Co-ordinating sales projects

Supporting marketing by attending trade shows, conferences and other marketing events

Making technical presentations and demonstrating how a product will meet client needs

Providing pre-sales technical assistance and product education

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