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Sales Engineer Jobs In Sharjah | HUBER Technology US & CA

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Company: HUBER Technology US & CA

Location: sharjah

Category: other-general

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GCC Working Experience with International Companies.

Excellent Sales and Negotiation skills.

Good Oral & Written Arabic & English – Preferred.

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Responsibilities

Sales for Spare Parts for Waste Water Treatment Equipment / Installation Service.

Knowledge in preventive & pro-active service sales (spare parts/ repair/ rehabilitation).

Prepare, Send Out and Follow up Quotations with Technical Support, Commercial Negotiations until Sale Close Out as per Company Sales Procedure.

Providing the key after sales linkages between the existing customer base and the infrastructure enabling the sales & service work to occur efficiently.

Interpret Client's Needs & Optimize Offers & Solutions to Maximize the Potential Chance of Award and Profit.

Establishes & Maintain Key Accounts in the Core Fields & Designated Market including Key Customer Relationships (Authorities, Contractors, Consultants and End Users).

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Requirement

Represent the Company at Meetings, Presentations, Webinars & Other Public Events etc.

Provide Technical Input and Support for Company Webinars, Case Studies, Presentations, Newsletters etc.

Prepare Sales & Related Reports by Collecting, Analyzing and Summarizing Relevant Information and Trends.

Liaise and Report to Senior Management to ensure Company's High Standards and Continuous Improvement.

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