

Sales Engineer – Services Jobs in UAE | Eaton Careers

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Company: Eaton

Location: united arab emirates

Category: other-general

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Description:

The primary function of this roles is to support generating demand and selling life cycle services for Eaton Emergency Lighting and Fire Systems and solutions to targeted

customers with the responsibility to manage all aspects of the customer relationship, providing sales and technical assistance in close co-ordination with authorized service providers, customers, end users, and area sales managers.

Responsibilities:

Achieve annual service revenue goal. Provide accurate sales forecasting and customer relationship management data on revenue streams for the mapped installed base.

Understand competitor's offerings and articulate Eaton's competitive advantages for upgrade, replacement, refurbishment, fit-out scenarios. Schedule and conduct frequent Face to face visits with customers across the assigned geography, to educate the customer on the component life cycle aspects.

Requirements:

3-5 year of experience

Technical knowledge on Emergency Lighting and/or Fire Systems

Communication, team work, problem solving, flexibility/adaptability

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