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Sales Engineer – Solar Jobs In Dubai UAE | Al Rostamani

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Company: Al Rostamani Group

Location: dubai

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Support the Solar Energy Division to enable the company to become the preferred contractor in Solar Energy EPC (Energy Performance Contracting) domain. Responsible for sales across the SME, corporate, commercial and industrial PV market.

Responsibilities:

Allocate & communicate with potential leads and transfer them to solid contacts

Maintain & update sales contacts & accounts

Build up meetings requests for presentations, site surveys and higher level contract negotiations

Open closed doors to sell our services to potential clients as per business plan

Maintain and update proper and solid information in company's dedicated sales database software

Prepare proposals, quotes, contracts, or presentations for potential solar customers ensuring the transfer from Lead to Contract

Develop content for sales presentations or other materials, develop proposals for current or prospective customers, prepare sales or other contracts

Select solar energy products, systems, or services for customers based on electrical energy requirements, site conditions, price, or other factors

Customize energy products or services to meet customer need

Requirements:

Bachelor's degree in Engineering from a reputed institution

Relevant certification in Solar Energy would be an added advantage (e.g. from DEWA etc.)

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