

# United Arab Emirates Jobs Expertini®

## Sales Executive

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Company: Ghobash Group

Location: abu dhabi

Category: other-general

Emirates Electrical & Instrumentation Company LLC is a proud member of the Ghobash Group. For almost 20 years, we have made vital contributions to the Oil & Gas sector of the UAE, executing both onshore and offshore projects. Abu Dhabi National Oil Company (ADNOC) is one of our main clients along with Tier 1 and Tier 2 EPC contractors in this sector. We have the expertise to carry out full EPC&M services for electrical and instrumentation works and bring our intrinsic knowledge to measure and automate exploration, production, separation, refining processes, and distribution through our localized services.

**Job Description**  
**Job Purpose:**The Sales Engineer will work on sales of field instrumentation products, control valves, instrumentation fittings and valves and flow meters. Secure opportunities based on his market intelligence to meet the sales targets. Assist the Sales Manager in executing and achieving sales targets and meeting business plans.

**Overall responsibilities:**Establish new accounts by identifying potential customers for his segment of sales (Products and Services). Assist clients to discover the benefits of our products and services. Assist in the process of Pre-qualification of products and services with clients, customers, and end-users.

**Day to day responsibilities:**Provide technical clarifications to customers, clients and end users and attend the meeting if required. Extensive interaction with customers, suppliers and team via phone and email. Ensure the timely submission of project related documents. Attending the client meetings and supporting the sales team to finalize the orders as needed. Travel to project sites along with technical team (as required). Maintain professional business relationships with customers and vendors. Identify and communicate customer's needs and sales

opportunities to expand business opportunities. Track the status of the submitted offers with external sales and client

**Qualifications** Bachelor Degree in Business, Commerce, Communication, Computer or Engineering (02-03 years) Affinity and familiar with Engineering, Procurement aspects in the Instrumentation business. Additional Information Experience Requirements: Experience level: 02-03 years Minimum 02 years as Sales Executive in similar business or industry Skills & Professional Requirements: Maintain expert level of product knowledge and application. Ability to work as interact locally with customers Attributes and Behaviours: Proficiency with CRM/Database tools Excellent personality with strong communication, interpersonal and organizational skills Strong computer skills including knowledge of Microsoft office products, specifically Outlook, Excel & PowerPoint. Sales support experience, ability to work multi-disciplinary portfolio.

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