

# United Arab Emirates Jobs Expertini®

## Sales Executive, HVAC - Install

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Company: Johnson Controls, Inc.

Location: abu dhabi

Category: other-general

**What you will do**The Sales Executive – Install will be directly reporting to Sales Manager – HVAC Solutions. You will be based in Abu Dhabi and will be part of team responsible for generating business through selling HVAC solutions to contractors & clients and driving the growth of business for install division segment for Building Technology and Solutions with particular focus on HVAC portfolio. Based in Abu Dhabi, the role shall emphasize in bringing in sales and installation solutions among new construction projects in Abu Dhabi for HVAC Systems, with the growth of our market share with key and target customers in UAE and driving the business to a defined volume. As a member of this team, you will work within a vibrant environment that provides a platform for you to use your experience to generate business from running HVAC installation base.

**How you will do it**As an Experienced Sales Executive you will have an understanding and knowledge of our product portfolio among HVAC solutions and you will work closely with the customers (Contractors & End clients) to meet their expectations in order to close the new opportunities. As a Sales Executive you will develop a sales strategy to gain customer understanding of company product offerings qualify and prioritize opportunities and maintain appropriate territory records, develop financial justifications, prepare proposals, make presentations, and perform necessary follow ups for successful closing of the sale. You will Interface effectively with operations to deliver and improve service delivery. You will liaise with finance teams to bring down AR & DSO numbers with the transacted customers. You will maintain established accounts through regular customer contact in pursuit of follow of sales. You will be reporting progress and updating sales tools for opportunity creation and projection of forecasts with accuracy of

above 95%. You are focused to seek and develop long term customer relationships, and self-motivated to drive your territory growth. You will be focused on growing our HVAC Equipment business in Abu Dhabi. What we look for: Required Bachelor's degree in mechanical or similar field. Minimum 9 years of sales experience focused on selling installation solutions for HVAC business within UAE region. Proven track record of achieving sales within the UAE market (Preferably Abu Dhabi). Demonstrable network of customer, consultant and client relationships in UAE Market (Preferably Abu Dhabi). Customer focused and ability to build relationship with customers, contractors & end clients. Organization skills and ability for multi-tasking in a fast-paced work environment. Determined, results and self-driven, maturity and high team spirit are essential qualities to succeed in a dynamic environment. Excellent written and verbal communication in English along with presentation skills. Valid UAE Driving License

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