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A well-established metalwork and engineering company with several renowned projects in UAE

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Responsibilities

Develop new business accounts with various general contractors, engineers, architects, owner's reps and property owners within their prospective market.

Participating in the evaluation and planning of all sales and marketing activities, including identifying and prequalifying leads, working on procurement strategies, developing proposals for RFPs/RFQs, closing deals, and negotiating contracts.

Maintains knowledge of marketplace issues, industry trends, competitive information, customer expectations, public policy and other market drivers.

Coordinate with other teams such as proposal, marketing, or estimating team when needed.

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Requirement

Bachelor's degree in any related field

Minimum 7 years' direct sales experience in the metal fabricating industry or steel

construction industry

Must have knowledge of Steel & Architectural Fabrication and installation

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