

United Arab Emirates Jobs Expertini®

Sales Support - HVAC Systems

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Company: Johnson Controls

Location: Dubai

Category: healthcare-practitioners-and-technical

What you will do

Sales Support is a key role, reporting to the Sales Application Team Leader – Ruskin Titus Gulf (RTG) for UAE. The focus would be HVAC products mainly in Air Distribution Product line. As a part of a growing team, you will be responsible for driving the growth of business for RTG division segment for Building Technology and Solutions with particular focus on airside HVAC components.

You will be based in Umm Al Quwain / Dubai as part of the Sales-support Team supporting the Sales Engineers on bidding, creating tenders and submitting proposals for contracting jobs across both the residential and commercial sector in the region.

As a member of this team, you will work within a vibrant environment that provides a platform for you to use your experience to deliver our business objectives for our business.

How you will do it

As a Sales support, you will use your knowledge of HVAC systems to tender documents to meet the specifications set out by the customer. This will involve order handling, preparing quotations, technical submittal and product drawings.

What we look for

Required

- Degree/Diploma– Electrical/ Mechanical
- Minimum 0 to 2 years of experience as an Estimator/Technical Support for HVAC products preferably in Air Distribution Product line.

- Knowledge of product selection of air distribution products
- Proficient in using MS office, especially MS Excel Spreadsheet
- Capable of reading and preparing drawing through AutoCAD
- Result orientated, tenacious, self-motivated, a customer focused approach
- Excellent verbal and written communication skills
- Excellent inter-personal skills - must be able to adapt working style to the personalities and work styles of our stakeholders and internal partners
- Fluency in the English language is essential

Preferred

- Estimation/ Pre-Sales experience in HVAC industry
- Knowledge in AutoCAD

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