

United Arab Emirates Jobs Expertini®

Salesman

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Company: Aber Data Systems

Location: dubai

Category: other-general

Building and sustaining long-lasting relationships with new and existing customers based within an assigned sales territory. Traveling within an assigned sales territory to conduct face-to-face meetings with existing and potential customers. Continually meeting or exceeding sales targets by selling company products to new and existing customers. Developing and implementing an effective sales strategy to drive sales. Maintaining an accurate record of all leads, customer accounts, and sales. Collaborating with the marketing department to expand brand presence through the creation of suitable marketing materials. Researching competitors' products and pricing as well as market conditions. Keeping abreast of the latest industry developments by attending meetings, training workshops, and industry events. Strategically negotiating with potential and existing customers to close sales. Our Engineers are qualified and capable of designing the data centers of any size using the latest software and prepare the engineering drawings using latest version of Auto Cad after taking the inputs from the client and surveying the site. The location of site, availability of power, environmental conditions etc are considered while designing the data centers. Aber Data Systems (ADS) was established to address the overwhelming demand of professional service providers in the fields of Power Protection systems, Precision Air-conditioning, Data Center preparation and Infrastructure Cabling Solutions. ADS are an engineering and IT infrastructure company that offers an integrated approach to a varied scope of work which includes Data Center preparation, Design Supply & Installation of Environmental Engineering and Power Protection Equipment, Engineered Cabling Solutions & Precision Air-conditioning. The company focuses on providing total

solutions to the following line of products and services. Due considerations will be given to the LV/MV intake from utilities, Transformers, Switchgear, Generators, UPS, cooling, Floor and partitions, safety and Security and communication cabling while designing the data centers. We will also design the number of racks required, the power requirements for each racks, the redundancy as well as the interconnecting fiber & copper cabling between racks. ADS is an engineering company that offers an integrated approach to a varied scope of work which includes Data Center preparation, Design Supply & Installation of Environmental Engineering and Power Protection Equipment, Engineered Cabling Solutions & Precision Air-conditioning. The company focuses on providing total solutions to the following line of products and services. Power Protection Systems, Un-interruptible Power System, DC Systems, Frequency Converters, Voltage Stabilizers/Power Conditioner, Battery, Diesel Generators, Data Centre Preparation, Raised Access Floor, Closed Control Air Conditioning, Environmental Monitoring Solutions, Leak Detection systems, Fire Protection System, Server & Network Cabinets, Integrated Data, Voice & Video Network Cabling

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