

Senior Sales Engineer - Carrier

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Company: Talent Pal

Location: Ras Al Khaimah

Category: architecture-and-engineering

Country: United Arab Emirates Location: UTS CarrierRas Al Khaimah office Role: Senior Sales Engineer Modernization Location: Ras alKhaimah UAE Full/ Parttime: Full Time Build a career with confidence Carrier Global Corporation global leader in intelligent climate and energy solutions is committed to creating solutions that matter for people and our planet for generations to come. From the beginning weve led in inventing new technologies and entirely new industries. Today we continue to lead because we have a worldclass diverse workforce that puts the customer at the center of everything we do. Requirements Very good knowledge / experience in HVAC modernization business sales 3 years of experience in selling equipment and installation Mechanical Engineering degree Vehicle and valid driving license in UAE Ability to work in Ras alKhaimah ... Role Responsibilities: Sales Excellence: Consistently achieve monthly quarterly and yearly sales gross margin and order booking targets set by the management. Proactively generate and cultivate enquiries to achieve order booking from quoted enquiries. Conduct design reviews and provide technical estimations for enquiries generated by self or colleagues. Develop compelling technical sales offers lead negotiations and facilitate order bookings. Manage the credit approval process in alignment with company policies and oversee debtor collection. Drive continuous expansion of the customer base through targeted prospecting and relationshipbuilding. Strategic Sales Planning:Perform thorough market research to identify sales opportunities and assess customer needs. Employ a proactive approach to discover new sales prospects via cold calling networking and strategic marketing initiatives. Customer Relationship and NetworkingSolicit feedback from customers both presale and postsale to ensure optimal

customer satisfaction. Foster strong relationships with stakeholders including developers consultants main contractors and MEP contractors. Engage customers for valuable insights on competitor pricing and technical information. Provide essential marketing collateral such as brochures and fact sheets. Understand and analyze customer needs addressing them efficiently and professionally. Maintain awareness of customer creditworthiness through partnerships and networks.

InDepth Knowledge: Maintain comprehensive technical knowledge of HVAC products including VRF Ducted Splits and Chillers as well as services offered. Stay updated on industry trends market intelligence and competitor analysis within your designated territory. Possess basic HVAC design and estimation skills for Unitary and Chilled Water systems projects.

Operational Excellence: Adhere to company policies regarding product programs pricing sales channels credit stock levels and payment plans. Keep accurate sales and project records according to ISO standards.

Collaborative Teamwork: Collaborate positively with various departments particularly Projects to support business growth and shared goals.

Professional Representation: Always represent the company with professionalism and integrity including during events and client interactions

Benefits International working environment Competitive salary Drive forward your career through professional development opportunities Achieve your personal goals with our Employee Assistance Programme

Our commitment to you Our greatest assets are the expertise creativity and passion of our employees. We strive to provide a great place to work that attracts develops and retains the best talent promotes employee engagement fosters teamwork and ultimately drives innovation for the benefit of our customers. We strive to create an environment where you feel that you belong with diversity and inclusion as the engine to growth and innovation. We develop and deploy bestinclass programs and practices providing enriching career opportunities listening to employee feedback and always challenging ourselves to do better. This is The Carrier Way. Join us and make a difference. Apply Now

Carrier is An Equal Opportunity/Affirmative Action Employer. All qualified applicants will receive consideration for employment without regard to race color religion sex sexual orientation gender identity national origin disability or veteran status age or any other federally protected class.

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