

## Senior Sales Engineer Jobs In Dubai | Johnson Controls

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Company: Johnson Controls

Location: dubai

Category: other-general

### Senior Sales Engineer Jobs In Dubai | Johnson Controls

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Senior Sales Engineer for HVAC Retrofit /Replacement will be reporting directly to the Sales Manager, Aftermarket HVAC.

As part of a growing team, you will be responsible for delivering a sales target in Dubai & Northern Emirates regions across the HVAC portfolio.

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Responsibilities

As an HVAC Retrofit /Replacement Senior Sales Engineer, you will generate, qualify, and close new sales opportunities by creating competitive, high-quality proposals.

You will visit our install base and your own client portfolio to promote our JCI HVAC solutions.

You'll demonstrate your expertise by differentiating Johnson Controls, and leveraging your deep market knowledge of our competitor's strategies, products and services.

You are focused on seeking and developing long-term customer relationships, and self-motivated to drive your territory growth.

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Requirement Bachelor's Degree in Mechanical Engineering or equivalent

Minimum 5 years of HVAC retrofit experience.

Ability to design technical solutions, select equipment and advise customers on solutions

Proven track record of delivering sales within Dubai & NE Region

Determined, results-driven, and strong sales drive

UAE driving license is a must  
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