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The Senior Sales Engineer Install will be directly reporting to Sales Director HVAC. You will be based in Abu Dhabi and will be part of team responsible for generating business through selling HVAC solutions to contractors & clients and driving the growth of business for install division segment for Building Technology and Solutions with particular focus on HVAC portfolio.

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Responsibilities

Regularly evaluate the efficiency of business processes according to organizational objectives and apply improvements, also evaluate overall performance by gathering, analyzing, and interpreting data and metrics.

Focus on growing our Applied, Equipment Replacement and Retrofit works business in UAE Region, and develop long-term customer relationships and be self-motivated to drive your territory growth.

Lead by example, chase, qualify and close new sales opportunities by creating competitive, high-quality proposals and taking part in tendering and bidding process.

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Requirement

Bachelors degree in mechanical or similar field

Minimum 4-6 years experience in selling HVAC products (Specifically Chillers) in UAE / GCC Market

Excellent stakeholder management skills and an ability to communicate complex business ideas.

Proven track record of achieving sales target within the UAE market.

Customer focused and ability to build relationship with customers.

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