

# United Arab Emirates Jobs Expertini®

## Senior Sales Engineer - Modernization (Ras al-Khaimah)

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Company: Carrier Global Corporation

Location: , , United Arab Emirates

Category: architecture-and-engineering

Country: United Arab Emirates Location: UTS Carrier - Ras Al Khaimah office Role: Senior Sales Engineer - Modernization Location: Ras al-Khaimah, UAE Full/ Part-time: 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, we've led in inventing new technologies and entirely new industries. Today, we continue to lead because we have a world-class, diverse workforce that puts the customer at the center of everything we do. Requirements We are looking for a strong sales professional who will make independent decisions and provide sales expertise to help identify customer needs in the Northern Emirate. 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 al-Khaimah 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 relationship-building. 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 Networking: Solicit feedback from customers both pre-sale and post-sale 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. In-Depth 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 We are committed to offering competitive benefits programs for all of our employees, and enhancing our programs when necessary. 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 best-in-class 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. Job Applicant's Privacy Notice: Click on this link to read the Job Applicant's Privacy Notice

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