

United Arab Emirates Jobs Expertini®

Senior Sales Engineer

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Company: Edison Smart

Location: United Arab Emirates

Category: healthcare-practitioners-and-technical

I am seeking an enthusiastic and results-driven individual to join my client's sales team, demonstrating a proven ability to promote advanced technological solutions to senior executives, with a keen focus on expanding the customer base and cultivating new business opportunities.

POSITION SUMMARY

Scout, cultivate, and execute fresh business ventures for my client's product lines across UAE and GCC regions.

Engage and entice existing clients with new sales prospects.

Engage in the full sales cycle from lead generation to final deal closure.

Collaborate with regional partners to propose comprehensive end-to-end solutions.

Collaborate with my client's internal teams and clients to outline Proof of Concept (POC) initiatives, oversee program management, and ensure timely delivery.

Deliver presentations to clients showcasing my client's offerings and provide necessary demonstrations to both clients and partners.

Manage customer accounts effectively.

Liaise with various teams across different locations to meet customer commitments.

Cultivate and uphold strong relationships with current and potential clientele.

Conduct onsite visits to existing clients when necessary.

Handle requests for quotations, manage and streamline quotes, and develop cost estimates.

Maintain data integrity and provide monthly sales reports; Ensure accurate forecasting updates and share with internal leadership as needed.

Meet key performance indicators (KPIs) related to prospecting, engagement, quotations, and bookings.

Stay informed about industry trends, market dynamics, and competitor strategies.

Act as the face of my client's brand in the region, participating in exhibitions and trade shows.

EDUCATION AND EXPERIENCE

Bachelor's degree or equivalent in Electronics/Computer Science.

10 years of sales experience.

8 years of experience in AI/Semiconductors/Datacenters.

Experience in selling to the Defence or Public Sector industry.

Demonstrated success in closing sales for complex technical products and solutions.

Strong presentation skills with the ability to convey technical solutions and product knowledge to both technical and non-technical audiences.

Excellent communication skills in English and Arabic.

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