

Senior Sales Engineer – Warehouse Automation & Robotics Jobs In Dubai UAE 2023

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Description:

We are looking for a Senior Sales Engineer role – Warehouse Automation and Robotics for our MENA Mobility Division. Candidate with expertise into the Warehouse Automation and Robotics field preferred.

Responsibilities:

Work with customers to present a technical perspective on the company's sales offering.

Collaborate with the Local Operations Teams to obtain necessary contractor quotes in support of sales opportunities.

Develop sales and marketing strategies for key vertical market segments.

Interface with internal departments and principal to ensure accuracy and timeliness of solution delivery.

Conducting in-depth product demonstrations of products/services.

Presenting the product and all features to customers at all the relevant events.

Identifies current and future customer service requirements by establishing personal rapport with potential and actual customers and others in a position to understand service requirements.

Establishes new accounts and services accounts by identifying potential customers and planning and organizing sales call schedule.

Prepares sales engineering reports by collecting, analysing, and summarizing sales information and engineering and application trends.

Requirements:

Engineer with Bachelors (BE/B.Tech) degree (Mechatronics / Robotics) and 5 yrs of experience. Masters Degree is preferred.

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