

Specification Engineer

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Company: TASC Outsourcing

Location: , , United Arab Emirates

Category: architecture-and-engineering

Our client is one of the world's leading manufacturers, They are now looking for a Specification Engineer / Specialist in Riyadh, KSA .

Responsibilities:-

·Organize seminars and lunch & and learn sessions across the territories and with a focus on hospitality, healthcare, education, retail, and government buildings segments.

Keep a closer eye on the project's potential and the tendering volume.

Expand contacts across pre-sales targeted entities namely architects, designers, planners, developers, consultant engineers, project managers, and government influencers as applicable.

Construct a global account & and key account platform in order to sustain the pre-sales strategy notably in hospitality, healthcare, retail, and government segments.

Maintain an up-to-date educational curriculum for architects, developers, and consultants.

Connect to major architectural and planning firms in order to stay alert on new projects' master plans and similarly augment the project's potential for higher tendering abilities in the growing markets.

Show innovative initiatives towards new approaches to potential accounts in order to enhance the dynamics for an expanded penetration plan in specifications and KAM accounts.

Maintain high focus in CRM cockpit per market, by segment, and under each large account.

Penetrate key consultants, designers, planners, architects & and developers network with an aim to maturing high-level relationships across KSA.

Organize local training, seminars, and conferences for the architects/designers and

consultants with the purpose of transferring knowledge at all times.

Achieve annual budget/targets with the purpose of continuous market share growth across product categories and pre-sales / sales channels

Represent the company at the highest level in the territory and showcase top-class behavior at all times.

Qualifications:-

- Bachelor's University degree in civil engineering / industrial engineering/information systems engineering/architecture / interior design
- 3 to 5 years of experience in project specifications & and business development within the building materials/construction industry in the KSA market
- Good knowledge of CRM programs.
- Good knowledge of BIM applications.
- Proven engagement with KAM Accounts.
- Good track record in the KSA construction market (minimum 3 years).

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