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Sr. Sales Engineer Jobs In Dubai | Juma Al Majid Holding Group L.L.C

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Company: Juma Al Majid Holding Group L.L.C

Location: dubai

Category: other-general

Sr. Sales Engineer Jobs In Dubai | Juma Al Majid Holding Group L.L.C

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The Senior Sales Engineer will be reporting to the Sales Manager and will be responsible for achieving his individual sales targets, maintaining profit margins targets and KPIs.

Able to strengthen and improve Al Arabia EMS market share and market coverage in the assigned market.

Monitor and Control Budget to ensure Department's KPI s and objectives are met to get the suitable profit

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Responsibilities

Submit technical submittal, shop drawings for consultant approval, follow up for approval, advance payment, and attend site meetings.

Maintain cordial and friendly relationship with clients/ consultants/ contractors.

Coordinate with factory for Commercial/technical issues related to sales activities.

Order placing to factory after receiving approvals to drawings, technical submittal and finishes, reviewing the subcontract terms (contractual & financial), receiving advance from the client.

Follow up with factory for material shipment.

Coordinate with other departments for any support functions required for normal sales activities.

Increasing customer base, generating new customers and maintaining a very healthy relationship with existing customers. Get regular feedbacks from customers regarding our product and services.

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Requirements

Professional – Confidential and discrete – Organized – Punctual – Good Verbal and written communicator – Able and willing for continuous improvement – Accurate and attentive to detail – Calm, confident, and positive – Good networking skills.

Advanced user for Windows Operating System – Microsoft Applications (Outlook, Word, Excel, PowerPoint)

Candidates with working knowledge on AutoCAD are preferred.

Fluent English and excellent grammar and correspondence skills

Arabic language speaking is a plus

Ideal Candidate for this position should hold a Bachelor degree.

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