

Technical Sales Engineer in UAE

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Company: Dutco Tennant Llc

Location: , , United Arab Emirates

Category: architecture-and-engineering

Technical Sales Engineer in UAE Business Technology Solutions United Arab Emirates
Job Responsibilities : Act as the technical point of contact during the sales cycle running customized demonstrations, providing technical training, and playing a key role in pilots and post-sale implementations with larger accounts
Lead generation through specifying with end user & system consultants
Well networked with UCC, AV & ELV system integrators
Communicate with clients by email and phone as well as perform client visits for presentations and training workshops and attend trade shows from time to time.
Supporting sales to identify qualified opportunities through product demonstration and solution-based sales.
Identify and close opportunities matching our product offerings
Supporting channel partner sales through demo, product training and answering technical questions
Design UCC solutions and provide proof of concept configuration
Quote hardware and installation services
Work with account managers to develop a sales strategy for territory
Track opportunities understand the pipeline, and report progress to management
Implement or troubleshoot existing installations on client sites
Qualification: Graduate Engineer in Electronics & Telecommunications and/or equivalent.
Age: maximum 35 years.
Experience: 3-5 years of Sales/ Solutions Consulting experience of UCC and / AV Systems
Salary: Excellent remuneration package together with attractive sales commissions will be offered to the right candidate.

#J-18808-Ljbffr

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