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Sales Engineer

Employment Type
Full-time

Date Posted
October 13, 2024

Qualifications

- University degree in Electrical Power Engineering.
- 2+ years of experience in the field of sales preferred in panels, lighting, L.V components & smart solutions.
- Excellent interpersonal skills.
- Wide network with customers.

Responsibilities

- Respond to and follow up on sales inquiries using appropriate methods.
- Monitor and report on market and competitor activities, and provide relevant reports and information to his manager.
- Develop, present, or respond to proposals for specific customer requirements, including requests for proposal responses and industry-specific solutions.
- Make ongoing field visits to the area to find opportunities for sales, and gather market and customer information.
- Communicate with customers to achieve the agreed-upon goals.
- Prepare and deliver technical presentations that explain products or services to customers and prospective customers.
- Represent the organization at trade exhibitions, events, and demonstrations.
- Research and identify potential customers for products or services.
- Develop and update a list of clients and update relevant information held in these systems.
- Monitor reports on the market, competitors, and the submission of reports and relevant information.
- Make and participate in internal and external meetings with clients to identify needs, solve problems, and assist in business development.