

Post: Sales Engineer

Introduction:

We are a company with 30 years of experience in tendering for government supply. We have representations from principals for the last 30 years for most of our products and we are seeking the right candidates that have experience to take us to the next level.

Main office is currently in Kuwait city.

Office hours are from 8:00 – 5:00, 9 hours of work including an hour lunch break.

Management Style: Market study, CRM system, targets, and plans, and reporting are part of the daily routine.

Organization hierarchy: Based on candidate proficiency and skills

Job Description

- Market Research.
- Provide detailed report on the market including data sheets, price sheets, analysis etc.
- Master the knowledge about the local market, competitors, and products.
- Development of current and new product exposure and their sales.
- Develop a work plan based on the research outcome.
- Set a time line for the work plan.
- Study current product range.
- Meet clients- EPC contractors, current projects & new projects.
- Door to Door sales of the products and services.
- Technical Analysis and study of catalogues, equipment manufacturing and services.
- Principle Representative, register principals, approvals and market their products
- Implement the work plan, track all business development activities, analyze quarterly progress, and suggest new strategies based on findings.
- Introduce new products on market demand.
- Create and conduct proposal presentations to prospects and send quotation.
- Participate in tenders.
- Maintain accurate records of all pricing, events sales, and activity reports.
- Master the knowledge about the company competitor's activities and prospect new client in full
- Provide timely feedback to senior management regarding the market
- Manage events team activities and schedules.
- Manage all delivery schedule and present report upon request.
- Make a clear presentation of the company's products & service to new potential client
- Prepare weekly and monthly reports and present work plan with update
- Monitor the re-activation of old customers and principals.
- Support current operation and coordinate our RFQ
- PR Development with K companies, EPC Contractors, Retail and Service Providers.

Skills

- Strong interpersonal skills
- Must be capable to handle customers
- Excellent communication skills both verbally (Arabic & English) and in writing(English)
- High level of problem solving, negotiation and analytical skills
- Confident and determined approach Thorough knowledge on Retail, Events and Sales
- High degree of self-motivation and ambition.
- Must be Well-groomed and Well-mannered.
- Understanding legal consequences, claims and liabilities
- Able to be out 6 hours per day visiting customers.
- Willing to travel long distances.
- Presentation skills.
- Knowledge of Inventory, Costing, and Accounting.
- Strong skills of Marketing, Contracting & Negotiation.
- Must have excellent computer skills (MS Office).
- Excellent hygienic habits.

Education

- Bachelor's Degree. (Engineering-Any discipline)
- University Graduate with Accounting background(recommended).

Concepts

Pipe flow, Inspection, Power Plant, pumps, valves, instrumentation.

Job Details

Job Location: Al Kuwait, Kuwait

Company Industry: Engineering

Company Type: Employer (Private Sector)

Job Role: Sales and Development

Joining Date: February,2019

Employment Status: Full time

Employment Type: Employee

Monthly Salary Range: Negotiable

Manages Others: None

Number of Vacancies: As per KLL

Report to: General Manager currently

Preferred Candidate

Career Level: Mid

Years of Experience: Min: 5years in this field

Residence Location: Kuwait

Gender: Unspecified

Nationality: Unspecified

Degree: Graduate