

Engineering Refineries Company

Job Description



Job title: Mechanical Sales Engineer

Division/Department: Sales Department

Reports to: Sales Manager

Full-time
 Part-time

Work Location:
Salmiya

JOB BRIEF:

We are looking for a seasoned, hardworking, smart, and achieving Sales Engineer with proven experience and a passion for selling technology solutions to ser executives. Having a good knowledge of the market needs, and being driven to achieve sales goals.

Sales Engineer Responsibilities:

- Preparing and developing technical presentations to explain our company's products and services to customers.
- Discuss equipment needs or services requirements with customers and engineers.
- Collaborating with sales teams to understand customer requirements and provide sales support.
- Generating high-quality sales leads, following up after initial contact, securing and renewing orders, negotiating prices, completing sales, and arranging deliveries.
- Researching, developing, and modifying products to meet customers' technical requirements and needs.
- Provide monthly and weekly reports.
- Helping customers who have problems with installed products and recommending improved or upgraded materials and machinery.
- Soliciting and logging client feedback and evaluating the data to create new sales and marketing strategies to target customers.
- Identifying areas for improvement and communicating these issues as well as possible solutions to upper management.
- Setting and achieving sales goals and quotas.
- Training other sales team members on the technical aspects of the company's products and services.

Sales Engineer Requirements:

- A bachelor's degree in engineering, marketing, business administration, or a related field.
- Experience in sales and a good knowledge of the market.
- Strong communication, interpersonal, customer service, and sales skills.
- The ability to relate technical information to non-technical customers.
- Excellent technical and problem-solving skills.
- Good leadership and team working skills.
- Willingness to continue your sales and engineering education.

Disclaimers:

This job description may not be inclusive of all assigned duties, responsibilities, or aspects of the job described, and may be amended or changed at any time at the sole discretion of the Employer within the scope of work.

Employee signature:

Date: