

Electrical Sales Manager- KSA

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Company: Issa Holding

Location: Saudi Arabia

Category: other-general

Overview:As a Sales Manager you will be responsible for providing Sales & Presales technical / functional support to prospective clients and customers while ensuring customer satisfaction with minimal supervision. Develop and deliver high quality standard Host Analytics presentations and demonstrations. Present and articulate advanced product features and benefits, product future direction and overall Host Analytics solutions. Design, validate, and present Host Analytics software solutions to include advanced product concepts, future direction, and 3rd party complimentary products.
Duties and Responsibilities:1-In-charge of Power Division Sales in Western Region (Makah , Taif , Jeddah , Madinah).2-Report to Regional Manager - Responsible for Sales Team for All products (Low Currents, Cables, Trading & Power Products).3-Prepare Quota for Power Products (UPS Power Protection, Batteries , Airedale A/C, Generators, Computer site preparations, DC systems & other related systems).4-Direct communications with local & International Suppliers for Products Prices and Supports for Projects, Pricing & Biddings. 5-Support to salesmen: pricing & technical for all products.
Education and Experience:1-Experience in multi-product solution selling within the Corporate Performance Management sector.2-Presentation skills.3-Sales positioning and process experience.4-Ability to handle customer technical meetings5-Working knowledge of Financial Planning and Analysis standards and practices6-Able to understand and explain business and technical issues related to Customer's proposed solution.7-Good communication (written and oral), organizational and time management skills.-Bachelor Degree in Electricity, Business Administration or/and CCE.-Background in Selling the below products is a must;Fire Detection & Suppression, HVAC, Raised floor, UPS,

Security & SMATV Systems & Special Cables & Connectors.-5 Years Experience Fluent : Arabic, English Nationality: Lebanese

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