

Project Sales Engineer

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Company: Saudi Networkers Services

Location: Saudi Arabia

Category: other-general

Job Description :

Support all activities related to winning new projects.

Liaise between the different departments (Applications, Operations, Contracts & Risk and Finance).

Identify Competition and report the technical position. Connect, what is happening at end-user side, with what needs to be done at contractor side.

Focus on Contractor/Engineering relationship development.

Engage various customer groups with focus on customer engineering.

Support all activities related to winning new opportunity identified by the Sales Associate.

Focus on managing technical deliverables required by customer.

Work in conjunction with company's engineering on program related tasks.

Bachelor's Degree in Mechanical Engineering, Chemical Engineering, Business or related discipline required.

7 + years of experience in a direct customer support role and project sales.

Industrial (Energy sector) applications and / or projects experience preferred.

Strong sales acumen.

Ability to communicate technical solutions effectively.

Organized, and demonstrated ability at managing multiple projects concurrently.

20 % or more domestic and international travel required.

Ability to build relationships at all levels within the organization.

Creative problem solving skills with a proven record for recommending and implementing.

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