

# Saudi Arabia Jobs Expertini®

## Senior Consultant Coverage Engineer - Applied

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Company: Carrier

Location: Medina

Category: other-general

### Country:

Saudi Arabia

### Location:

Carrier, 11th Floor, Zahran Business Center, Jeddah, Saudi Arabia

**Role:** Senior Consultant Coverage Engineer - Applied

**Location:** Jeddah, KSA

**Full/ Part-time:** Full Time

### Build a career with confidence

Carrier Global Corporation, global leader in intelligent climate and energy solutions is committed to creating solutions that matter for people and our planet for generations to come. From the beginning, we've led in inventing new technologies and entirely new industries. Today, we continue to lead because we have a world-class, diverse workforce that puts the customer at the center of everything we do.

### Role Responsibilities:

To keep track of all design projects requiring Chillers, Airside, and Control. Assist consultants and clients in selecting HVAC systems from the concept stage through the tender release by recommending suitable Carrier products.

To analyze HVAC requirements of the projects, render technical guidance to the consultants, technical presentation to customers, technical feasibility studies, information on new product development with the latest innovations and keeping up with industry trends.

To follow consultant coverage protocol covering technical activities, relationship management and regular update of consultant database in your assigned territory through a structured program.

Handling consultants, maintaining excellent rapport with them, providing proper technical data and keeping them informed about the products. Market feedback analysis will be used to assess effectiveness.

To ensure that design projects are specified with Carrier sweet spots equipment/products and specifications to increase our winning ratio and support margin improvement.

Conduct HAP & Design suit training along with energy simulation, LEED trainings on regular basis and invite consultants/clients/contractors to attend these trainings

Provide regular inputs to sales team from consultant activities about future projects.

Monthly reporting on project value, visits, technical presentations, spec to segment ratio, and order to spec ratio.

Respond to consultant and client inquiries promptly.

Support sales team by facilitating consultant approvals by leveraging consultant relationships and value engineering, by conducting technical presentation & attend technical discussion meeting

To follow Code of Ethics with regard to your Customers, Employees, Shareholders, as well as to carry out your obligations and responsibilities as outlined in the Carrier Code of Ethics Policy.

**Role Purpose:**

Advisory role, technical resource guide to each Carrier client which involves all aspects of HVAC design building process, from project concepts to detailed design stage for Chilled Water System.

**Requirements:**

Bachelor's degree in Mechanical Engineering and/or related HVAC field with strong technical knowledge on chillers. MBA is a plus.

Minimum of 7 years' experience with a subject matter expert on chilled water applied equipment and control solutions, and a thorough grasp of the HVAC system

Expert in relationship management with sales qualities.

Excellent attention to details combined with outstanding writing and verbal communication skills in English. Arabic is a plus.

### **Benefits**

We are committed to offering competitive benefits programs for all of our employees, and enhancing our programs when necessary.

International working environment

Competitive salary

Drive forward your career through professional development opportunities

Achieve your personal goals with our Employee Assistance Programme

### **Our commitment to you**

Our greatest assets are the expertise, creativity and passion of our employees. We strive to provide a great place to work that attracts, develops and retains the best talent, promotes employee engagement, fosters teamwork and ultimately drives innovation for the benefit of our customers. We strive to create an environment where you feel that you belong, with diversity and inclusion as the engine to growth and innovation. We develop and deploy best-in-class programs and practices, providing enriching career opportunities, listening to employee feedback and always challenging ourselves to do better. This is .

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