

 <p><b>GAS</b> جهاز العربية للخدمات GAS ARABIAN SERVICES</p>	<b>QUALITY SYSTEM FORM</b>		<b>Date Revised</b>	30-Mar-20
	<b>Job Description</b>		<b>Effective Date</b>	30-Mar-20
			<b>Rev. / Issue No.</b>	01 / 00
	<b>GAS-QA-F-21-01</b>		<b>Page No.</b>	1 of 1

<b>Title</b>	Sales Engineer –Sales Engineer for Weidmueller
<b>Department</b>	Instrumentation & Electrical
<b>Location</b>	Eastern Region, KSA

### Job description:

- Active pursuit & development of “Strategic Customer Relationships”. Pursue Sales by way of regular field sales & onsite visits throughout the defined strategic location.
- Assist in the development of concepts and content for targeted marketing campaigns in the defined strategic location in cooperation with Business Manager.
- Provide application expertise and support to Customers, Private End Clients, Petrochemicals End Users, Panel Builders, Sub Distributors defined in strategic location.
- Regular customer meeting to understand customer's business status, look for business opportunity and foster good customer relationship for revenue growth and customer retention.
- Prepare sales visits and project status/activity reports on weekly basis or as and when required by Manager.
- Consistently provide feedback to the Manager regarding competition, product and/or market needs.
- Facilitate meetings and workshops/trainings with customers for the Management, Product Marketing, and Industry Management as required.

### Desired Skills and Experience

- Minimum a Bachelor Degree in Engineering (Electrical, Electronics, Data Communications and/or Instrumentation) with 2-5 years relevant experience.
- Knowledge of Electrical, Instrumentation and/or Data Communication industry relevant to the position.
- Industry Knowledge of Process, Energy, Machinery, and/or Transportation Markets is a prerequisite.
- Skilled in industrial selling techniques.
- Sound knowledge of Bartec products like cable glands junction boxes, Weidmuller, Phoenix, Wago, Connectwell, products and their applications.
- Fluent in English, both oral and written
- Excellent communication, negotiation, and presentation skills.
- Proficient with Windows-based applications (Word, Excel, PowerPoint)
- Aggressive, persistent, proactive and must be a good team player

### Other Details

- Job location – Eastern Region, Saudi Arabia
- Package:
- Visa type:
- Nationality:
- Status: