

Khansaheb Sykes LLC

Sales Engineer (Air Conditioning, Ventilation and Chiller Hire and Sales)

Location: UAE

About the Company:

With over 30 years' experience in the UAE, Khansaheb Sykes is already well known as the number one specialist for Dewatering and the hire and sale of Pumping Solutions.

Khansaheb Sykes is the Middle Eastern division of Andrews Sykes Group plc, the UK's largest climate control equipment hire company, and we are now looking to build our Air Conditioning, Ventilation and Chiller hire business within the UAE.

For further information about our climate control services click the Group logo on the home page or visit www.andrews-sykes.com

We are seeking an experienced and professional Sales Engineer with the experience, market knowledge and contacts to break new ground in selling our air conditioning, ventilation and chiller hire services within the UAE.

Job Description:

- Processing enquiries, quotations and orders
- Job and product costing and estimation
- Following up enquiries and job awards and preparing sales proposals
- Providing specialised advice on product selection, applications and services
- Pricing of short and long term rentals
- Direct sales and marketing of products and services
- Coordination of equipment, inspection and deliveries
- Payment collection and credit control
- Sales promotion activities, product awareness seminars and liaison with government agencies
- Developing new customers and business.

Requirements:

- Experience in Air Conditioning, Ventilation and Chiller systems and applications
- Minimum of 2 years' resident experience in the Middle East
- Must be fluent in both written and spoken English; some knowledge of Arabic would be an advantage but is not essential.
- Proven track record of successful technical sales
- Knowledge of local markets, business culture and environment
- Driving licence essential

To apply: Please send your CV/resume and a covering letter to ksykes@khansahebsykes.com