



General Description

The Outside Sales Engineer is site based and will report directly to the Head of Sales & Rental. He is responsible for developing a sales strategy, market penetration, income generation and sales activities for the allocated area. To be accountable for the achievement of revenue and growth targets for the allocated region. To develop and implement commercial plans to drive the sales and marketing strategy, market penetration, income generation and profitability of the allocated products. To be accountable for the achievement of revenue and growth targets for the product group. The profitability of all projects under his control and to ensure that the staff on all projects are executing these in line with the company's procedures. His primary obligations and responsibilities are: -

Duties and Responsibilities

- To generate sales enquiries relating to dewatering
- Design efficient dewatering systems to maximize profitability
- Submit proposals on time and follow through until order awarded
- Negotiate with contractors using technical knowledge and expertise to maximize profit margin
- Reporting status of projects to HOS & General Manager
- Maintain close relationships with Clients, contractors, and Consultants for each project
- Manage accounts receivable for contractors by supporting credit controller
- Accurate forecasting
- Achieve set KPI's
- Communicate closely with internal sales team to convert orders
- Planning & schedule workload to maximise time management

Competencies/behaviours

- Sales-driven and customer-focused
- Confident dealing with customers and colleagues up to Board level
- Smart personal appearance
- A tenacious and systematic problem solver
- Able to plan, prioritise and work under pressure on own initiative
- Responsible, accountable, committed to delivering on-target results



- Communicates clearly and persuasively, face to face and over the telephone
- Forms effective working relationships with customers and colleagues
- Willing to travel extensively in the UAE / MENA region

Skills, Experience and Knowledge

- Experience of managing a range of different sized accounts, from public sector and large or complex corporates to smaller independents
- In-depth knowledge and experience of the technical and commercial aspects and applications of the product range
- 5-10 years of regional experience in dewatering
- Ability to evaluate soil reports, design and execute proposed systems with maximum profitability
- Evidence of on-target performance gained both personally and through a sales team, within a direct business-to-business sales environment
- Knowledge of market sectors relevant to the product range and customers within those markets
- Experience of championing the sales development of a specialised product range, within a direct business-to-business sales environment
- High degree of commercial acumen
- Full driving licence valid in the UAE