

Sales Engineer

Title: Sales Engineer

Function: Business Development

Reports to: Business Development Director

Roles and Responsibilities:

1. Responsible for managing a set of assigned accounts, in terms of meeting sales targets and strategic goals for current and new products and services.
2. Coordinates with various internal and suppliers' teams to ensure effective selling as well as sound/competitive proposals, clean order entry, proper order execution and timely payment.
3. Conducts sizing, selection and pricing of valves and related products, their accessories and related instruments.
4. Studies customer applications and enquiries to develop technical and commercial proposals that best meet customer requirements/project specifications.
5. Develops and executes, with coordination with Business Development Director, Business Development Programs aimed at expanding Entrag's portfolio of offerings with the purpose of:
 - a. Increasing business from existing customers
 - b. Generating business from new customers and sectors
6. Provides periodical internal progress reports (qualitative and quantitative) to management while developing a set of KPI's to properly measure the performance of the various parties involved in Business Development Initiatives and Projects execution.
7. Acts as Project Pursuit Manager in terms of identifying, classifying, and targeting project opportunities as well as developing strong relationships with underpenetrated EPC accounts.
8. Other related tasks as assigned by direct superiors.

Desired Qualifications:

1. Bachelor degree in Mechanical Engineering.
2. Minimum two years work experience.
3. Sales / business development experience.
4. Customer network in the oil & gas, petrochemical and power industries.
5. Experience in preparing technical and commercial proposals for projects and tenders.
6. Experience in working with valves and related products.

Interested Candidates:

Please send your CV and cover letter to ahmed.kamel@entrag.com (ref BD-SE01 – EW)