

Senior Field Instruments Sales Engineer:

Minimum Years of Experience: 5 – 10 Years

1. Prepare and execute sales plans that meet the general division plans of Instrumentation & Controls for his accounts in coordination with the Sales Manager.
2. Provide monthly progress sales report in relation with an approved annual sales plan for the sales dept.
3. Plan and arrange to promote I&C products selling into the Egyptian Industrial market through direct contacts, presentations, seminars etc..
4. Maintain and develop the Company business relationship with our installed base customers through regular visits, personal contacts, technical, business and commercial support.
5. Preparation and/ or review I&C tenders and proposals.
6. Close follow up on above to insure high percentage success for the Company.
7. Insure highest portion for the company in available commissions for all I&C transactions.
8. Insures proper I&C spares proposals preparation, follow up and orders.
9. Penetrate into competition accounts to insure highest market share.
10. Promote services product sales within our installed and competitors sites.
11. Promote services manpower sales on existing installations and current projects.
12. Follow up on International projects, using PATT, from the I&C perspective.

Interested Candidates:

Please send your CV and cover letter to ahmed.diab@entrag.com (ref EPM-SSE02 – EW)