



JOB DESCRIPTION

POSITION	Technical Sales & Specification Manager	NO. OF VACANCIES	1
DEPARTMENT	Business Development	BASED IN	Dubai, UAE
ROLE	Regional (UAE - Saudi Arabia)	MEASURABLES / KPI'S	As Below
LINE MANAGER	Mohammad Ijaz	VACANCY TYPE	PERMANENT
SALARY BAND		EXPECTED START DATE	01 March 2020
WORKING HOURS	9am - 6pm	WORKING WEEK	Sunday - Thursday
Job Description	For a rapidly growing business startup, we are looking for a Technical Sales & Specification Manager to support the business growth strategy. This role plays a pivotal role in the early phase of the business, with high chances of professional growth. Technical Sales & Specification Manager will be working dedicatedly to establish a healthy sales pipeline internally and maximize product awareness externally. Ensuring all relevant products are specified in new projects and identifying new markets and business opportunities and following up aggressively. Establishing and maintaining an extensive professional relationship with consultants, architects, developers, and private clients. Ensuring product compliance with the latest local regulatory and building codes and standards. Few of the key day to day work requirements are as under;		
	1. Develop business contacts and support client at all levels, starting from lead identification till the closing of the deal		
	2. Provide complete technical support and advise to the client, be it in the form of emails, meetings, presentations or on-site demonstration		
	3. Carry out all sales related activities; including tenders submission, project coordination, preparing and submitting quotes and invoices		
	4. Negotiate with customers for the desired commercial terms and ensure closing deals at the required margins		
Ideal Candidate Profile	The ideal candidate should have a Civil Engineering Degree with 5 years of relevant working experience. He/she must be well conversant with roof waterproofing and flooring product range and latest product advancements within the sector across Middle East. He / She must have a technical eye with consultative selling approach and always considers holistic overview, while pitching the product. He/She must have a good grip on MS office, possess problem solving skills and ability to handle client independently.		
	Key Requirements		
	B.S. Civil Engineering		
	5 years experience in handling roof-waterproofing and flooring product range in UAE		
	Having an extensive network of contacts in construction sector, particularly with Consultants and Clients		
Outstanding communication, sales and interpersonal skills			
KEY DELIVERABLES		MEASURABLES / KPI'S	
Deliver a best-in-class internal and external communication strategy		Internal - No communication delays and External - Customer satisfaction	
Specifying products for the upcoming projects		Sales pipeline conversion rate	
Techno-commercial understanding of complete product range		Leading whole sale-cycle independently	