

	DOCUMENT TITLE:	Doc No: JD05
	JOB DESCRIPTION	Rev : 2
		Date of Issue: 01-08-2016

JOB TITLE	SALES ENGINEER – UAE
PURPOSE	Sales & marketing activities in UAE and any other assigned country.
REPORTING TO	Sales and Marketing Manager

Key responsibilities:

1. Generate orders from the relevant country of operation
2. Submit periodic report to the Sales Manager for Sales performance
3. Implement sales plan and execute as per company policy
4. Meet customers regularly on new enquiry requirements and keep customer relations and generate enquiries.
5. Carry out registrations with various departments and companies
6. Implement sales strategy for the country of operation.
7. Find out dealers/distributors if required
8. Coordinate with dealers/distributors if required
9. Carry out marketing activities as per Company requirements.
10. Organize and timely execute all orders received by the company.
11. Manage all execution processes including site activities.
12. Any other tasks assigned from Time to time.

Products & Services to be marketed:

1. Temperature & Humidity data loggers
2. Real time temperature monitoring systems
3. Dehumidifiers
4. Temperature Mapping study & Qualification
5. Temperature sensors
6. Temperature recorders
7. Differential pressure systems for hospitals.
8. Any other products being assigned from time to time

Potential client segments

Following are the indicative list of potential clients:

1. Pharmaceutical whole sale distributors
2. Medicine manufacturers
3. Hospitals
4. High end hotels & restaurants
5. Food processing & storage companies
6. Logistics companies
7. Industries

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8. Any other segments added from time to time

Key Performance Indicators

The performance of the designated person is evaluated based on the following measurable performance figures:

1. Sales figures achieved on monthly and yearly basis
2. Net profits generated against the sales.
3. The customer satisfaction level of the company, based on customer evaluation surveys.

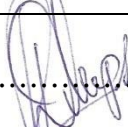
Details of products & Services

All the products and services are constantly updated in our website www.vackerglobal.com

Requirements for candidates

The following are the requirements:

- a. Essential requirements
 1. The candidate should be an Engineering Graduate in Electrical, Electronics, Automation or Computer Engineering discipline.
 2. Should have a valid driving license in UAE.
 3. Should have 4-5 years of total experience including at least 2 years in UAE in sales & marketing.
 4. Should be very proficient in day to day computer applications
 5. Good written & spoken skills in English Language.
 6. Knowledge in Arabic Language is an added advantage.
 7. A degree in Marketing is an added advantage.
- b. Desired requirements
 1. Experience in managing site works
 2. Knowledge of Digital Marketing, SEO, SMM etc.

Approved by:..... General Manager		Date : 01-Aug-2016
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