



JOB DESCRIPTION

JOB INFO

Job Title	Technical Sales Executive
Department	Finishing Products
Job Reference #	FPDSE
Job Location	ABU DHABI

ABOUT THE COMPANY

Rimal Engineering Products (Rimal) was founded in 1988 in Abu Dhabi, and it has helped suppliers and manufacturers of construction materials and chemicals develop and build their brands and gain a foothold in the UAE market ever since. Rimal is Abu Dhabi's premier developer and distributor of construction and building materials, with clients across the Middle East. The past two decades has seen the company develop strong partner relationships with all major construction companies across the region, and it is renowned for its honest, professional around-the-clock customer service.

Rimal Engineering Products is looking for a suitable candidate to add to the sales team.

THE ROLE

- Selling the company's goods (building materials) & services to new & existing customers.
- Identifying new markets & business opportunities.
- Ensures the commercial success of the company in the market which involves working with high-profile brands & products.
- Relationship building.
- Researching the market & related products.
- Presenting the products & services in a structured professional way face to face.
- Maintaining & developing relationships with existing customers in person, via telephone calls and emails.
- Arranging meetings with potential customers to prospect for new business.
- Acting as a contact between the company and its existing & potential markets.
- Negotiating the terms of agreements & closing sales.
- Gathering market & customer information.
- Negotiating on prices, costs, deliveries and specifications with buyers & managers.
- Challenging any objections with a view to getting the customer to buy.
- Liaising with suppliers to check the progress of existing orders.
- Reviewing your own sales performance, aiming to meet or exceed targets.
- Gaining a clear understanding of customers' businesses & requirements.
- Making accurate & rapid cost calculations and providing customers with quotations.
- Attending team meetings and sharing best practices with colleagues.
- Acquire companies that have no significant revenue history with Rimal engineering Products by selling them Rimals products and services

REQUIREMENTS

IF YOU DO NOT HAVE THE BELOW REQUIREMENTS, DO NOT APPLY!

- BS in Engineering or BA in Business.
- Two years experience in sales of building materials.
- Good command of English (oral and written).
- Knowledge in the construction material field and its trends.
- Presentable, results oriented, energetic and self motivated with a professional attitude and ability to learn.
- U.A.E. driving license.

Please quote the above mentioned Job Reference # in your application.

Please send us your CV along with your recent colored photo.

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