

**MOVE INNOVATION.
MOVE WATER.
MOVE THE FUTURE.**



Sales & Application Engineer

Doha, Qatar

Major movements like globalisation, digitalisation and energy shortages shape some of our largest future challenges. Challenges that we are happy to accept and dive into. We understand the trends that influence our company and our business and act accordingly. By developing products and solutions we move not only water, we also move the future for people all over the world. As a pioneer in the pump industry we focus as much on our employees as on our high quality pumps. Those of you who want to be part of the Wilo will experience a constant flow of personal and organizational development as well as sufficient space for the implementation of own ideas. At Wilo you will move the future, for yourself and for others.

Your Tasks:

- Establishes new accounts by identifying potential customers as well as Maintaining current client relationship
- provide technical support and quotations with regard to the selection, price, design and delivery
- Make necessary engineering calculations to support product selection and recommendation, Develop quotations and associated technical documentation to win business
- Read & understand customer specifications
- Review project specifications and determine all technical requirements, including equipment sizing, costing, additions, flange dimensions etc.
- Identifies customer requirements by establishing personal rapport with potential and actual clients.
- Provides engineering support. Complies with federal, state, and local legal requirements by studying existing and new legislation; anticipating future legislation
- Prepares sales engineering reports by collecting, analyzing, and summarizing sales information and engineering and application trends.
- Maintains professional and technical knowledge by attending educational workshops; reviewing professional publications; establishing personal networks.

Your Profile:

- Technical Understanding relevant to the Industry
- Ability to work independently with minimal supervision
- Relationship building skills at all levels within the company and externally
- Having relevant Engineering Experience and knowledge of the Target Market
- Good communication skills, both oral and written are a must. A strong work ethic is very important including multitasking ability.
- Understanding of pump principals, pump construction, hydraulics, application of products, and accessories is a plus.
- Must have a strong familiarity of computer software including: Microsoft Office (Excel, Word, Access, Power Point, Project, etc.).
- Must have ability to develop a positive relationship our Customers, sales, production, procurement, quality, and all other internal teams. Education and Experience:
- Min Bachelor of Engineering, Mechanical or Electrical.
- 1-2 years relevant experience

If you want to keep Wilo fluent and contribute to a successful future, please apply online on <http://www.wilo.ae/home/career/>, or send your application documents (incl. salary expectations, earliest entry date and source of job advertisement) in one document to: WILO Middle East FZE, Mrs. Zahra Ghorbanzadeh, Jebel Ali Free Zone–South PO Box 262720, 262739 Dubai, United Arab Emirates. In case you have any additional questions, please feel free to contact Mrs. Ghorbanzadeh +971 4 8809177.

WILO BRINGS THE FUTURE.