

**MOVE GROWTH.
MOVE WATER.
MOVE THE FUTURE.**



Sales & Application Engineer Dubai, UAE

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 in territory of Kuwait by identifying potential customers, planning and organizing sales call schedule.
- Identifies current and future customer service requirements by establishing personal rapport with potential and actual customers and other persons in a position to understand service requirements.
- Provides product, service, or equipment technical and engineering information by answering questions and requests.
- Responsible for managing all operations within country of Kuwait. This involves taking responsibility for profit, revenue, cash and quality targets.
- Agreeing annual budgets and producing a detailed annual business operating plan.
- Successfully match customer complain/requirements to proposed solutions.
- Create and deliver powerful presentations and demos that clearly communicate the uniqueness of the value proposition.
- Manage all technical aspects of RFQ / RFI responses.
- Gains customer acceptance by explaining or demonstrating cost reductions and operations improvements.
- Submits orders by conferring with technical support staff; costing engineering changes.
- Finds new target markets and penetrates them to drive sales.
- Discovers target markets and advantages of other companies.

Your Profile:

- Proven work experience as a Sales Engineer.
- Product Knowledge in Pump Industry
- Solid technical background related to Pump Industry.
- Excellent written and verbal communication skills.
- Excellent presentation and creativity skills.
- Willingness to travel
- BA/BS degree or equivalent, in Mechanical or Industrial Engineering.

Please send your Application to hr@wilo.ae