

Technical Sales Engineer

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Company: Selfa

Location: Ikeja

Category: other-general

Job Description

The Technical Sales Engineer will be responsible for business development and sales of field and process instruments such as Level transmitters, Pressure transmitters, Temperature Transmitters, Flowmeters, Paperless Recorders, Thermostats, controllers, and Liquid analyser. They will manage customers in industries such as Automotive, Oil and Gas, Cement, Pharmaceuticals, Food and Beverages, Dairy and Ice cream industries, Chemical and Steel fabrication among others.

Job Responsibilities;

Responsible for sales of products at given territory

Realisation of sales targets,

Direct commercial responsibility for entrusted region,

Searching for new clients and maintaining long-term relationships with existing ones,

Conducting negotiations, commercial and technical advisory,

Preparation of commercial offers and application reports,

Reporting achieved results and conducted sales activities,

Observation and analysis of entrusted market as well as competitor activities,

Creating and maintaining positive image of the company.

Qualifications

2-3 years experience in sales in the area of industrial automation or related technical branch

Can-do attitude

Good command of English,

Knowledge of MS Office tools,

Willingness to make frequent business trips,

Strong motivation to pursue professional goals,

High level of competences like: negotiation, drive for results, problem solving,

Independence in realisation of assigned tasks,

Impeccable manners.

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