

## JOB POSTING REQUEST FORM

### JOB DETAILS

Reference #	CC-868-2022
Company Name	ENIPROM (Offshore) SAL
Industry	Oil and Gas
Vacancy	Sales Engineer
Number of vacancies for that position	1
Job Type <i>(FT, PT, Contractual, Seasonal)</i>	FT
Major(s)	Mechanical, Industrial, Chemical or Mechatronics Engineering
Degree	Bachelor Degree
Years of Experience	0-2 ((knowledge in Steel Pipes and Valves is a plus)
Location	Lebanon
Remuneration & Benefits	Up to 850 USD
Currency (LBP, Dollar, Lollar)	USD
Tasks & Responsibilities	<ul style="list-style-type: none"> <li>• Conduct periodic market surveys in the target territories;</li> <li>• Prepare and deliver technical presentations explaining products and/or services to customers and prospective customers;</li> <li>• Identify and contact new potential customers and maintain relationships with existing customers in order to generate new business;</li> <li>• Answer customers' questions about products, services, prices and potential delivery schedules;</li> <li>• Develop, present and respond to proposals for specific custom requirements;</li> <li>• Emphasize product specifications based on analyses of customers' needs, and on technical knowledge of product capabilities and limitations;</li> <li>• Negotiate prices and terms of sales and service agreements;</li> </ul>

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- Prepare sales contracts for orders obtained, and submit orders for processing and execution;
- Resolve customer complaints regarding sales and services;
- Ensure that the Company's terms and conditions are understood and agreed by customers;
- Follow up referrals and new business opportunities in order to generate business;
- Coordinate with procurement and QC engineer to ensure that products of appropriate quality and specifications are delivered on timely basis;
- Ensure customers' P/orders are carried out in accordance with clearly agreed terms;