

JOB POSTING REQUEST FORM

JOB DETAILS	
Reference #	CP-599-2022
Company Name	ENIPROM
Industry	Oil and Gas
Vacancy	Senior Sales Engineer
Number of vacancies for that position	2
Job Type (FT, PT, Contractual, Seasonal)	FT
Major(s)	Mechanical, Industrial or Mechatronics Engineering
Degree	Bachelor/Master
Years of Experience	Minimum 3 years
Location	Abu Dhabi, Qatar
Remuneration & Benefits	-
Currency (LBP, Dollar, Lollar)	-
Tasks & Responsibilities	<ul style="list-style-type: none"> • Participate in the development of sales plans and targets and monitor progress by conducting periodic market surveys in the target territories; • Identify and contact new potential customers & maintain relationships with existing clients in order to generate new business; • Promptly and accurately process customers' enquiries & tenders and prepare offers following the company's quoting process & templates; • Ensure that the Company is registered as an approved vendor with all End Users, EPCs and Contractors; • Ensure that all our principals are registered as approved & Prequalified manufacturers with all End Users, EPCs and Contractors; • Ensure that the Company's terms and conditions are understood and agreed by customer; • Review and report weekly to the Managing Director on key issues,

JOB POSTING REQUEST FORM

including customers and market activities, competitors and suppliers;

- Follow up referrals and new business opportunities in order to generate business;
- Plan and Prepare sales & marketing presentations and attend major networking events;
- Coordinate with procurement & QC engineer to ensure that products of appropriate quality and specifications are delivered on timely basis;
- Ensure customers' Purchase orders are carried out in accordance with clearly agreed terms and Prepare & Submit weekly sales & marketing reports, Quotation register and Sales forecast according to Company's templates.