

JOB POSTING REQUEST FORM

Job Details

Reference #	CP-7-2022
Company Name	Mitsulift
Industry	Construction – Elevators and Escalators
Vacancy	Sales Engineer
Job Type (<i>FT, PT, Contractual, Seasonal</i>)	Full Time
Major(s)	Electrical Engineering
Degree	BE
Years of Experience	2+
Location	Dbayeh, Metn, Lebanon
Remuneration & Benefits	TBD
Tasks & Responsibilities	<ul style="list-style-type: none"> • Establish, develop and maintain business relationship with clients and prospected clients to generate new business opportunities and continuity • Manage and take ownership of customer relationship from contract signature to product handover • Continuously seek out new business by exploring new projects and establishing contacts with contractors, developers, architects and consultants. • Prepare offers and negotiate terms with customers to reach a mutually advantageous agreement. • Consistently follow-up on project's progress with all concerned parties (internally with engineering department and externally with clients) to ensure contract's signature and respond to all clients' requests and queries in a timely manner (Technical inquiries, drawings, etc) • Provide architects and consultants with basic technical support, when needed. <p><u>Core Competencies:</u> Customer Focus, Problem Solving/Decision Making, Result Focus, Teamwork, Communication, Work Ethics and Values, Adaptability and Flexibility, Pro-activeness</p>

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Technical Competencies: Negotiation skills, Commercial skills, Client Relations, pricing contracts, Local market knowledge, ability to penetrate market, selling skills, AutoCad, Product knowledge, Safety knowledge