

Job Position Details

Job Title:	Sales Engineer	Abbreviation:	SE
Apply until:	15.01.2012	Joining:	Immediately

1. Job description

Responsibilities:

- Arrange for demonstrations or trial installations of equipment.
- Prepare and deliver technical presentations that explain technically and scientifically complex products or services to customers and prospective customers in their language.
- Attend trade shows and seminars to promote products or to learn about industry developments.
- Attend company-training seminars to become familiar with product lines.
- Provide technical and non-technical support and services to clients or other staff members regarding the use, operation, and maintenance of equipment.
- Train team members in the customer applications of technologies.
- Write technical documentation for products.
- Collaborate with sales teams to understand customer requirements, to promote the sale of company products, and to provide sales support.
- Confer with customers and engineers to assess equipment needs, and to determine system requirements.
- Develop sales plans to introduce products in new markets.
- Develop, present, or respond to proposals for specific customer requirements, including request for proposal responses and industry-specific solutions.
- Create sales or service contracts for products or services.
- Identify resale opportunities, and support them to achieve sales plans.
- Visit prospective buyers at commercial, industrial, or other establishments to show samples or catalogs, and to inform them about product pricing, availability, and advantages.
- Secure and renew orders and arrange delivery.
- Keep informed on industry news and trends, products, services, competitors, relevant information about legacy, existing, and emerging technologies, and

Hurghada
Showroom: 4 Hossny Hamad St.
Service Center & Office: Abu Nawwas area
Postal address: P.O. Box 595
84515 Hurghada | Red Sea | Egypt
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Tel: +20 65 3452830
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الغردقة
المعرض: ٤ شارع حسني حماد
الإدارة ومركز الخدمة: منطقة أبو نواس
صندوق بريد: ٥٩٥
٨٤٥١٥ الغردقة - البحر الأحمر - مصر
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القاهرة
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القاهرة - مصر
تليفون: +٢٠ ٢ ٢٢ ٤١٧٢٨٥
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Email: Info@DiveMix.com
Visit us at: www.DiveMix.com

Bank Account Details: HSBC Hurghada Branch
Account Title: DiveMix for diving services
SWIFT Code: EBBK-EGCX
€ Account: 010-021236-111
LE Account: 010-021236-001

Commercial Register: 11611
Sales Tax ID: 591-959-852
Tax File Number: 5-01603-555-00-00
Company Capital: LE 525.000

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بنك إتش إس بي سي (فرع الغردقة)
إسم الحساب: دايف ميكس لخدمات الغوص
سويفت كود: EBBK-EGCX
رقم حساب النورو: ٠١٠-٠٢١٢٣٦-١١١
رقم حساب الجنية: ٠١٠-٠٢١٢٣٦-٠٠١

رقم السجل التجاري: ١١٦١١
رقم التسجيل بضرائب المبيعات: ٥٩١-٩٥٩-٨٥٢
ملف ضريبي رقم: ٥-٠١٦٠٣-٥٥٥-٠٠-٠٠٠
رأس مال الشركة: ٥٢٥٠٠٠ جنيها مصريا

the latest product-line developments.

- Plan and modify product configurations to meet customer needs.
- Recommend improved materials or machinery to customers, documenting how such changes will lower costs or increase production.
- Research and identify potential customers for products or services.
- Provide information needed for the development of custom-made machinery.
- Sell products requiring extensive technical expertise and support for installation and use, such as gas generation plants, process equipment and compressor stations.
- Diagnose problems with installed equipment.
- Document account activities, generate reports, and keep records of business transactions with customers and suppliers.
- Maintain sales forecasting reports and budgets.
- Prepare visiting reports and weekly visiting schedules.
- Report to supervisors about prospective firms' credit ratings.

Employment status:	Full-time	Contract term:	1 year renewable
Employment type:	Employee	Branch office:	Cairo
Working hours & days:	Sunday – Thursday, 5 days a week, 9:00 – 17:00 according to work levels		
Department:	Sales	Reporting to:	Sales Manager
Years of experience:	3	Career level:	Mid Level
Manages others:	No	Manages budgets:	Yes
Sex:	Male	Nationality:	Egyptian
Residence pref.:	Close to Heliopolis	Military status:	Completed or exempted

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2. Skills

Education:	High School
Degree:	B.Sc. in Mechanical, Electrical or Mechatronic Engineering
Key certifications:	Valid car drivers license ICDL or equivalent
Key qualifications:	<ul style="list-style-type: none"> - Well-organized, disciplined and conscientious approach. - Works independent with high attention to detail. - Meets deadlines and observes time management. - Excellent presentation skills with strong analytical ability. - Outgoing personality with relationship building methods. - Hard working individual who plays well in teams - Presentable, self motivated and charismatic individual - Dedicated to customer service and support.
Languages:	Arabic (mother tongue) English reading, writing, speaking (B2 according to CEF table)
Other:	Previous experience in compressed air industry, pumps, gas generation or similar are a plus.

3. Compensation

Gross monthly salary range:	To be discussed	Accident insurance:	Yes
Allowances:	n/a	Medical insurance:	No
Commissions:	To be discussed	Life insurance:	No
Other:	Company car		

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