

Smashing Cleaning Services LLC

Job Description

Technical Sales Engineer

BASIC SKILLS

EXPERIENCE (and other qualifications): A well-rounded salesperson with a solid track record in large and small projects and administration management, with proven ability in customer service. Possess a strong sales and marketing background complemented with communication skills and abilities. Must have exceptional time management skills, be self-monitoring, highly motivated and possess strong communications skills.

- Excellent written and verbal communication in English
- Holds a valid U.A.E. driving license.
- Manages job requirements, efficiency, quality and profitability as key performance areas
- Able to develop and communicate work instructions, method statements and procedures.
- Can provide training related to equipment, safety at work and quality.
- PC proficiency (Excel, Word, PowerPoint).
- 5-7 years of experience in sales management.
- Extensive experience in all aspects of Supplier Relationship Management.
- Strong understanding of customer and market dynamics and requirements.
- Proven leadership and ability to drive sales teams.

KEY RESPONSIBILITIES

Strategic Planning	<ul style="list-style-type: none">• Develops a business plan and sales strategy for the market that ensures attainment of company sales goals and profitability.• Prepares action plans for effective search of sales leads and prospects.• Prepare daily/weekly sales plan (SDR)
Marketing & Sales	<ul style="list-style-type: none">• Initiates/Assists in the development and implementation of marketing plans, proposals and presentations as needed.• Maintains accurate records of all pricings, sales, and activity reports.• Creates and conducts proposal presentations and RFP responses.• Conducts premises surveys, prepares Quotations, initiates correspondence with customers• Ensure renewals of contracts of assigned accounts.
Operations	<ul style="list-style-type: none">• Ensure proper/timely delivery of work on assigned accounts.• Ensures reminders for repeat jobs are sent on time, coordinates with Operations for scheduling and project execution, supervise and guide/train cleaning / Hygiene Technicians.• Assist in closing customer complaints to customer's

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	satisfaction on assigned accounts.
Reporting	<ul style="list-style-type: none"> Provides timely and unprompted feedback to senior management regarding performance. Market pricing and approvals, while striving to maintain maximum profit margin.
Financial	<ul style="list-style-type: none"> Controls related expenses to meet budget guidelines.
Policies	<ul style="list-style-type: none"> Adheres to all company policies, procedures and business ethics codes and ensures that they are communicated and implemented.
Information and Procedures	<ul style="list-style-type: none"> Access to all information as required to perform the work
Plant / assets	<ul style="list-style-type: none"> Correct use of vehicle, computer and office equipment.

	Employee	Supervisor	Manager	Accounts/HR
Name				
Date				
Signature				