

Sales Manager - (System Integrator)

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Company: Avanceon Middle East & South Asia

Location: Islamabad

Category: other-general

We are seeking a dynamic and experienced Sales Manager to join our team in Lahore/Islamabad. The Sales Manager will play a key role in driving sales and revenue growth for Avanceon's System Integration solutions. The successful candidate will be responsible for developing and implementing sales strategies, building and maintaining relationships with clients, and leading a team of sales professionals to achieve targets.

Responsibilities: Develop and execute strategic sales plans to achieve revenue targets for System Integration solutions in the Islamabad region. Identify and pursue new business opportunities in various industries, including but not limited to Oil & Gas, Power, Manufacturing, and Water & Wastewater. Build and maintain strong relationships with key clients and stakeholders, understanding their needs and providing tailored solutions. Lead and motivate a team of sales professionals, providing guidance, coaching, and support to ensure individual and team success. Collaborate with internal departments, including Engineering, Project Management, and Support, to deliver integrated solutions that meet client requirements. Stay updated on industry trends, market conditions, and competitor activities to identify opportunities and threats, adapting sales strategies accordingly. Prepare and present sales proposals, negotiate contracts, and close deals in line with company policies and procedures. Maintain accurate and up-to-date records of sales activities, pipeline, and forecasts using CRM tools.

Qualification/Requirement: Bachelor's degree in Engineering, Business Administration, or related field. Master's degree preferred (Sales & Marketing). Proven track record of success in sales, with at least 5-10 years of experience in selling System Integration solutions. Strong understanding

of industrial automation, control systems, and related technologies.

Knowledge in Solution and Products profile covering SCADA, Control Layer, Instrumentation, IOT, Dashboarding and Digitalization, Hydraulic and Pneumatic Controls,

Good knowledge of Oil & Gas Industry Process (Upstream, Downstream and Mid-stream) standards and worldwide practices.

Excellent communication, negotiation, and interpersonal skills

Leadership qualities with the ability to motivate and inspire a sales team. Results-oriented mindset with a focus on achieving and exceeding targets.

Inside-Sales and Techno Commercial Proposal Experience Ability to travel within the Islamabad region and occasionally nationally as required. Proficiency in Microsoft Office Suite and CRM software.

Good Problem Solving and Decision Making Skills Join Avanceon, a leading System Integrator in Pakistan, and be part of a dynamic team driving innovation and excellence in industrial automation solutions. Apply now and take your sales career to the next level! #J-18808-Ljbfrr

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