

## Senior Sales Engineer

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Company: Grundfos Gulf Distribution FZE

Location: Lahore

Category: other-general

Senior Sales Engineer Grundfos Gulf Distribution FZE, Pakistan With over 16 million pumps produced each year and over 18,000 employees in more than 55 countries, Grundfos is today one of the world's leading manufacturer of pumps and pumping systems. Grundfos' products satisfy the markets' needs for effective, reliable and highly efficient solutions. Currently, Grundfos Gulf Distribution (GGD) is aiming to further strengthen our sales force in Pakistan. To achieve this, we are looking for a skilled and motivated Senior Sales Engineer to handle the Lahore and Islamabad markets. This individual will be stationed in Lahore, Pakistan. GGD can offer the right candidate excellent opportunities and challenges for personal and career development and the chance to be part of a multicultural and dynamic team. Grundfos further offers the chance to take on responsibility equivalent to skills and obtained results, making this an opportunity not to be missed. What is the job about? As a Senior Sales Engineer, you will actively promote and sell Grundfos products and services, to the corporate market within Lahore & Islamabad and generate ideas and support product development based on feedback from customers. You will present the total Grundfos products to prospective and existing clients in order to increase the revenue of the company and achieve the budgeted sales targets. Some of the position's responsibilities are to: Achieve sales targets by implementing agreed designed strategies and exploiting all business opportunities, thereby increasing the profitable growth of the company. Understand customer needs, and present the right solutions. Ensure that customers are delivered what has been promised to them. This is to be done by maintaining upto date sales activities in SAP-CRM defining customer requirements and cocoordinating their

requirements with all concerned departments. Register daily / weekly reports on sales activities (including feedback from customers) in the SAP CRM database. Identify and suggest relevant customer oriented marketing activities (special business promotions, customer trainings, seminars, customer factory visits, direct mail, internet marketing etc.) to line manager and marketing team, which would bring in additional business revenue and increase market share. Coordinate, support and manage existing business accounts / distributors and partners. Follow-up all projects directly (in co-ordination with authorized distributors / partners) to ensure that Grundfos wins them. Keep regular update of the market situation in terms of competition, new regulations, political scenario etc. Inform and suggest ideas to the line manager for the necessary sales activities to meet the latest market demand and requirements. Source and develop new customers in order to promote Grundfos products and Services to increase market penetration and achieve the budgeted sales targets. Develop, maintain and manage a strong relationship with current / new customers (Clients, contractors, consultants, distributors, OEM's and other business partners) through personal visits, telephone calls and email correspondences.

**Job Specification**

What do you need to apply? To be considered for this position you should fulfill the following requirements: Must be a Bachelor's Degree graduate, preferably in Mechanical Engineering, with at least 5-7 years of experience or a Diploma in Engineering graduate with at least 7-9 years of proven track record in sales in a Manufacturing Industry. Preferably has exposure to the Pump Industry. Good presentation and influencing/negotiation skills. Good interpersonal ability and networking skills. Should be able to operate independently with minimal supervision. Must have the ability to listen and demonstrate good command of English both spoken and written. Proven ability to communicate effectively at all levels both within the company and in the sales field. Has knowledge, experience and contacts in the Industrial Segment in Lahore and Islamabad. Technically strong & capable to discuss all technical issues with consultants.

Mechanical or Industrial Engineering - Jebel Ali, United Arab Emirates

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