



Sales Consultant

Etqan-Tech is looking for qualified calibers to join its dynamic team in the following position:

Sales Consultant:

Job Summary:

As a sales consultant, you'll combine technical knowledge with sales skills to work with customers to find what they want, create solutions and ensure a smooth sales process.

Your day-to-day tasks are likely to involve:

- Establish new, and maintain existing, relationships with customers
- Make phone calls, pay visits and conduct presentations for new clients who could benefit from our services.
- Record and maintain client contact data
- Make technical presentations and demonstrate how our services will meet client needs
- Provide pre-sales technical assistance and service awareness
- Manage and interpret customer requirements
- Calculate client quotations
- Negotiate tender and contract terms
- Negotiate and close sales by agreeing on terms and conditions
- Offer after-sales support services
- Prepare reports for management
- Meet regular sales targets
- Support marketing activities by attending shows, conferences and other marketing events
- Liaise with other members of the sales team and other technical experts
- Solve client problems

Job Specifications:

- Graduation Qualification: Computer Science / IT Engineering /ITI
- Years of Experience: 1-3 years

Other Qualifications:

- Customer Interface, Presentation skills, Communication skills, Sales & Negotiation Skills
- Language Proficiency: English: Very good written and spoken

If you find yourself matching above qualifications, kindly send your updated CV with a recent photo to: hr@etqan-tech.com

Mails without job title: Sales Consultant in the subject line will be disregarded.