

# SERVOCHEM

<b>Position/Designation:</b>			<b>Position Location</b>
Technical Sales Engineer			U.A.E.
<b>Reporting To</b>			<b>Reporting Location</b>
Business Manager - MENA Region			TBD
<b>Experience</b>			<b>Qualification:</b>
5 to 6 years			M.Sc. / B.Sc. (Chemistry)
Job Requirement: Candidate must be Young, Self-Driver, Ambitions & having work experience in the same field.			
<p><b>Servochem Middle East seeks a Technical Sales Engineer with sound knowledge in water treatment chemical sales, especially in desalination technologies (Thermal/Membrane) to join its GCC Sales Team.</b></p>			
<b>Job Responsibilities :</b>			
Develop, implement and adapt a working sales plan			
Effectively penetrate the desalination/ water treatment market in the assigned territory			
Analyze and meet customer needs			
Demonstrate ROI for customer initiatives			
Sell, develop and sustain current customers while building revenue through new customer acquisition.			
Develop strong relationships with key stakeholders in current and prospective customers, including plant or facility executives.			
Provide technical support to customers; identifying and resolving customer challenges, escalating as required.			
Engage in problem-solving by performing system analysis, interpreting data, and providing written recommendations to ensure customer operations are performing at optimal levels.			
Routinely communicate with senior management on sales activities via routine sales			
<b>Qualifications:</b>			
Bachelor's / Master's degree chemical engineering or chemistry			
Ability to prioritize multiple projects and adapt to changing priorities			
Demonstrate exceptional communication and presentation skills			
Strong work ethics and track record of success			
Computer skills – PowerPoint, Word, Excel			
Minimum 5 years of water treatment chemical sales experience with working knowledge of Desalination Units, Boilers, Cooling Towers, WWTP & ETP's etc.			
Knowledge of green energy, emerging water treatment technologies, and sustainability solutions is a plus.			
<b>Preference - Not Mandatory</b>			
GCC Experience (UAE, Qatar, Oman, Bahrain or Kuwait)			
GCC Driving License			