



SALES & APPLICATION ENGINEER

Required (4 Positions)

Objective & Job Role:

Seeking ideal resource for the field sales force, and are responsible for actively driving and managing the technology evaluation stage of the sales process.

Working in conjunction with the sales team as the key technical advisor and product advocate, where ability to identify and provide reliable solutions for all technical issues is essential to assure complete customer satisfaction through all stages of the sales process.

“Training shall be provided by the company to perform required duties”.

Job description and specifications:

- **Gender:** Male / female are encourage to apply.
- **Job Type:** Full-time
- **Location:** DHA phase 2, Karachi.
- **Qualifications Required:** BE/BS in Engineering, (Mechanical or IM), experience in HVAC Industry. PEC registered.
- **Experience:** 0 ~ 2 Years in Engineering field.
- **Skills Required:** Proficient in Microsoft Office
- Basic Skills in AutoCAD
- Read architectural, mechanical and electrical blueprints and have a solid understanding of basic electrical and mechanical control systems.
- Strong communication, Interpersonal and organizational skills.

Responsibilities:

1. Maintain expert level of product knowledge and application (HVAC).
2. Able to articulate technology and product positioning to both business and technical users.
3. Provide design and specification development support to consultants, contractor, and distributors. Respond to functional and technical elements of RFIs/RFPs or RFQs from contractors, Consultants and direct owners.
4. Listen, understand and convey customer requirements.
5. Prepare or collect comparison of companies' product with other brands.
6. Maintain accurate records of target accounts, opportunities, quotes, projects, contacts and correspondence in company approved databases.
7. Resolve customer issues or difficulties in a manner that is consistent with the company mission, values, and financial objectives.
8. Maintain professional business relationships within target accounts.
9. Identify customer's needs and sales opportunities to help future growth.

Apply at: Send your updated resume at jobs2hvac@gmail.com mentioning "Sales and Application Engineer" as subject.