



JLX International DMCC

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Job Title: OCTG / LINE PIPE SALES ENGINEER

Monthly Salary: To be discuss upon Interview

Requirements/Qualifications:

- Bachelor Degree in business or related field.
- Experience in Oil Country Tubular Goods Industries.
- Proven track record in Sales environment
- Good English communication skills verbal and written
- Understanding of commercial trends and marketing strategies
- Impeccable customer service skills
- Sales-driven, results-driven, and target-driven attitude
- Aptitude for persuasion and negotiation
- Expert in time management
- Professional and organized work ethic
- Ability to adapt and grow in a competitive environment
- Ability to work well under pressure
- Ability to meet and/or exceed monthly and quarterly sales quotas
- Ability to create and deliver client presentations, especially power points and/or white papers
- Fast learner and quick thinker
- Passionate about sales
- 4 to 5 years of experience in OCTG line pipe sales in international market.

Duties and Responsibilities:

1. Responsible for sales development in different countries
2. Demonstrate and promote products and services as deemed necessary by clients and management
3. Maintain positive business and customer relationships in the effort to extend customer lifetime value
4. Track all appointments, sales, complaints, status reports, etc. thoroughly for manager review
5. Analyzes and creates a plan for attracting the target markets
6. Establishes superior time management skills and meets sales deadlines
7. Develop strategies for more effective sales, both individually and as part of a team
8. Self-improve continuously by way of experience and manager feedback
9. Conducting market research on competitors and gather feedback from customers or prospects and share with internal teams

ISO 45001:2018
BUREAU VERITAS
Certification

