



SALES ENGINEER

Our Client, a Multinational company providing energy and automation digital solutions and products for efficiency and sustainability, are currently recruiting for a **Sales Engineer** to join their qualified, highly trained and experienced team in **Cyprus**.

The services and products of our client addresses homes, buildings, data centres, infrastructure and industries, by combining energy technologies, real-time automation and software.

MAIN DUTIES AND RESPONSIBILITIES

- Effectively promote services and products to maximize sales and win market share in his/her territory
- Actively practice key account management in the geographic area of Cyprus
- Develop sales business plans, establish call plans and strategies, develop account profiles and execute the sales plan
- Encourage partnering as a means to achieve account penetration and increased profitability
- Implement commercial policy with partners and diffused customers
- Develop new sales opportunities while addressing the needs of existing assigned accounts
- Negotiate and coordinate pricing strategies based on market conditions
- Maintain a high level of customer satisfaction through increased availability/access, timely communication, placing accurate orders and following up on accounts
- Apply knowledge of products, solutions & services to meet customer's needs
- Work closely with other sales team, marketing, tendering team, etc.

CANDIDATE PROFILE

- University Degree in Electrical Engineering or similar
- Prior experience in a commercial role
- Technical knowledge of energy management or automation systems
- Excellent numerical and analytical skills, Microsoft Office skills (PowerPoint, Word, Excel)
- Excellent interpersonal, verbal and written communication skills (in English and Greek)
- Strong sale skills and desire to achieve targets
- Self-motivated with a results-driven approach

COMPANY BENEFITS

- Our Client offers a very competitive remuneration package including 13th salary
- Company Car, gas allowance, mobile, laptop, meal allowance
- Working Hours: Monday-Friday 8:00-17:00 with 1hr lunch break
- High Bonus scheme based on performance and sales targets

APPLICATIONS

Interested applicants should forward their CV's at careers@manpower.com.cy quoting the reference number: **MP-0822-SEP**. Only applicants whose previous experience and qualifications closely match the requirements of the position will be contacted. All applications will be treated in strict confidence.



A: 20 Strovolos Avenue, 2011 Strovolos, Nicosia, Cyprus | **T:** +357 22 710000

E: careers@manpower.com.cy | **W:** www.manpower.com.cy