

**Job title:** Sales expert

**Description of the Role;**

- Responsible for direct sales activities through the generation and establishing of sales leads.
- Management of customers, establishment and maintenance of current client and potential client relationships.
- Preparation and delivery of sales presentations, proposals and sales contracts and driving the sales cycle to closure.
- Develop and maintain sales materials and current product knowledge.
- Coordinate company staff to accomplish the work required to close sales.
- Report to Sales supervisor.
- Prepare status reports including activity, closing, follow up and adherence to goals.
- Attend weekly joint reviews with Sales supervisor regarding weekly plans and achievements.
- Attend monthly sales meeting.
- Achieve sales target on a monthly basis.

**Knowledge and skill requirements;**

- Bachelor's degree or above in management, engineering, architecture or related field.
- 3- 5 years of proven sales/marketing experience within the construction industry.
- Highly developed interpersonal, organizational and communication skills.
- Strong team work skills.
- Strong technical presentation skills (development and delivery).
- Strong sense of ambition, self-motivation and self discipline.
- Knowledge of advertising and sales promotion techniques.
- Consistent focus on results and goal achievement.
- Maintain a professional appearance and provide a positive company image to the public.
- Work requires significant local travel to current and potential clients.

**About the Company**

A market pioneer in the Aluminum façade industry

With an impressive track record of prestigious projects.

For more than a decade we have been a trusted partner for the successful implementation of high quality facade constructions through innovative products, components and systems.

Our prime business and specialty is design, engineering, procurement and construction of facades.

Our scope of work includes Curtain Wall Systems, Cladding, Doors & Windows, Double Glazing and Louvers.

We work closely with building owners, architects, engineers and contractors from initial design stage through to the project's completion, professionally applying our extensive technical knowledge and proven problem solving skills.

We have been serving construction industry with an extensive range of technically advanced materials and are constantly looking for new and interesting materials and applications to meet our clients requirements for creating more distinctive and higher performing facades. Such as;

- Aluminium thermal break windows and doors

- Aluminium louvers
- Aluminium curtain wall systems
- Alucobond composite panels
- Kalzip roofing systems

While many companies are satisfied with status quo, we are investing in the future.

The ultimate key to our success is the quality of the work we have done so far.