

Technical Sales and Application Engineer

QUALIFICATIONS AND JOB DESCRIPTION

We seek to appoint Technical Sales and Application Engineers who will be responsible for specific regions Azerbaijan, live in Baku

The Role:

Will be responsible for the analysis and diagnosis of a wide variety of wear problems and sales of protective maintenance welding products to overcome them. In the business of competitive selling and creating a market need, the individuals will be able to service existing accounts whilst opening up new businesses.

The successful candidate will be responsible for the following tasks:

- Daily contact with customers to follow up and meet their technical support and product needs
- Realization of the budgeted sales turnover for a given sales region
- Coordinating selling activities in sales region in alignment with company goals
- Preparation of the sales, visit and market-related research report

Job Requirements:

- University degree in Mechanical/Metallurgy/Materials or Welding Engineering,
- Preferably minimum 1-2 years of successful sales experience in technical sales,
- CRM experience is preferred,
- Practical and influential personality to communicate in a different environments,
- Excellent presentation and communication skills,
- Hardworking and self-motivated team player with multi-tasking, follow-up and organization skills,
- Problem solver with an organized and disciplined working style
- Willingness to travel and have a driving license,
- Residing or will reside in Baku province,
- Fluent in Russian, Azerbaijani/Turkish and English

This posting is not intended to be an all-inclusive list of duties and responsibilities, but constitutes a general definition of the position's scope and function.

We offer a competitive salary and commission structure, and also product and service training.

Contact Information;

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