

## Job description

### Sales Representative – Saudi Arabia

<b>Main purpose of the job:</b>
Selling products and solutions manufactured and/or distributed by the company on the market, or exploring sales opportunities, to further build the market potentials. Representation of the company, product portfolio, added value to clients. Strategic networking to extend market share.

<b>Main responsibilities within the job (non-exhaustive list):</b>
Participation in the turnover and margin achieving process, build up and manage the projects from his/her area/region
Proposes pricing and sales strategy for his/her area/region and the main business segments to help the long-term profitability
Strategic development and marketing of the product segments
Analyze the territory/market's potential, competition, track sales & status reports
Continuous business planning, looking for relevant projects and partners
As a result of face-to-face and online negotiations support and follow up of the quotation process
Establish, support, develop and maintain positive business, company reputation and customer relationships
Comprehensive technical advice, training and support for customers in the area/region
Proactive cooperation with the back office as well as the service and development departments
Tracking, implementing, exploring new markets
Administration and reporting (monthly reports, forecasts, CRM database, according to the defined KPIs and Performance Evaluation System)

<b>Additional responsibilities within the job (non-exhaustive list) – local specificities:</b>

<b>Position scope:</b>	
<b>Team Management</b>	No
<b>Direct &amp; Indirect reports</b>	Direct: 0 people
	Indirect: 0 people
<b>Project Management</b>	No
<b>% of Project Management</b>	0%

<b>Knowledge, skills &amp; abilities</b>	
<b>Education:</b>	<b>Experience:</b>
Technical study/education with first commercial background or commercial study/education with first technical background	0-3 years of relevant experience Experience within the field of lighting or associated sectors (competition, wholesale, Pre Supplier) preferred
<b>Knowledge and Skills:</b>	<b>Other requirements (licenses, certifications, ...):</b>
Languages: English (B1/B2) + local language Basic selling, communication and negotiation skills Basic internal/external networking skills Open for strategic approaches Prioritizing, time management and organization Basic presentation, easy contact at sales levels, ability to establish long-term relationships Customer focused attitude Self motivated and target driven Basic Proficient in MS office, CRM Basic Project Management skills Basic soft skills in customer relationship management Build from warm and create from cold	Saudi citizen is must

<b>Working relationships:</b>	
<b>Internal contacts:</b>	Co-departments in the local commercial organization. Like: Finance, Logistic, Marketing, Sales Support, Communication, HR – daily operation
<b>External contacts:</b>	Customer, investor, constructor, operator companies, power suppliers, municipalities, local ministries, private sector, local lighting associations, agents, distributors