

Job Description

Job Title: Pre-Sales Engineer

Reporting to: Country Manager

Location: Doha- Qatar

Purple Martin s.a.l is the first company in the Middle East and Africa to provide total Human Resources Outsourcing services; it is based in Lebanon and serves clients in the MEA region. One of the services that we provide is Recruitment.

An MEP contracting company specialized in the design, supply, installation and maintenance of mechanical, electrical and low current systems is currently looking for a pre-sales engineer for Qatar.

The pre-sales engineer has to ensure responding to existing prospect clients' needs with appropriate solutions from a technical and budget perspective. Responsible for doing all what is needed to create opportunities and close deals by providing support to all stakeholders especially for the preparation of designs and proposals.

You need to have:

1. An IT or Telecom engineering degree from a well reputed education institution
2. Previous relevant experience gained in a telecom or electrical engineering Company, involving contact with customers or the general public is essential.
3. Strong technical skills in Data and telecom networks
4. Excellent sales, presentation and communication skills
5. Proven negotiation skills
6. Organizational and analytical skills
7. Team-working skills
8. A driving license

It will be considered advantage if you have:

1. Ability to identify new business opportunities and establish related action plans
2. Ability to analyze clients' needs and brief and work with the design and estimation teams to come up with a solution meeting the client's needs within the set budget.
3. Knowledge in the preparation of quotations, proposals, and tenders
4. Knowledge on how to negotiate proposals, contracts, terms and conditions with assigned clients
5. Ability to prepare sales reports and submit them to the Sales Manager (call reports, target vs. sales)
6. Ability to provide clients with pre-sales and after-sales support

In Return we offer:

1. Full-time employment
2. Competitive Salary
3. An opportunity to take part in cutting-edge projects
4. A career path development