

Sales Engineer – Groves Cranes

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Company: Mannai

Location: Doha

Category: other-general

Role:

Sales Engineer – Groves Cranes

Business Unit:

Mannai Heavy Equipment

Job Description:

Mannai Heavy Equipment Division is a leading provider of various earth moving construction equipment, material handling equipment, power products, heavy-duty trucks, buses, commercial sweepers, and refrigeration units. As the authorized dealer for Groves Crane, we offer a comprehensive range of products and after-sales services for a wide range of applications.

Job Profile

As a Sales Engineer specializing in Groves Cranes , you will play a important role in driving the sales of our crane products to prospective clients. Your primary responsibility will be to establish and nurture long-term relationships with customers, understand their requirements, and provide effective technical sales solutions. You will work closely with our sales and engineering teams to identify opportunities, develop customized proposals, and deliver outstanding customer service.

Generate and qualify leads to develop a robust sales pipeline for Groves Cranes.

Conduct in-depth technical discussions with customers to understand their lifting requirements and challenges.

Collaborate with the sales and engineering teams to develop innovative solutions and proposals that meet customer needs.

Present and demonstrate Groves Crane products and services to customers, showcasing their unique features and benefits.

Prepare accurate and detailed quotations, including pricing, delivery terms, and any additional specifications requested by the customer.

Negotiate contracts and close sales deals while adhering to company policies and guidelines.

Provide exceptional after-sales support and maintain regular communication with customers to ensure their ongoing satisfaction.

Stay updated on industry trends, competitor activities, and market conditions related to crane products and services.

Collaborate with internal teams to address customer inquiries, resolve technical issues, and manage customer expectations.

Prepare regular sales reports, forecasts, and other documentation as required by the sales management team

Skills Desired:

Proven experience in technical sales, preferably in the crane industry or a related field.

Strong knowledge of crane products, lifting solutions, and relevant industry standards.

Bachelor's degree in Engineering, preferably in Mechanical or Civil Engineering. Additional business qualifications will be a plus.

Excellent communication and interpersonal skills, with the ability to build relationships with diverse stakeholders.

Demonstrated ability to understand and articulate complex technical concepts to both technical and non-technical audiences.

Strong negotiation and closing skills, with a track record of achieving or exceeding sales

targets.

Self-motivated and result-oriented, with the ability to work independently and as part of a team.

Join our winning team and embody our core values of leadership, collaboration, customer-centricity, and strong partnerships, as we work together to deliver exceptional solutions and shape the future of the industry.

APPLY

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