

Sales Officer - II

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Company: Kuwait Steel

Location: Shuaiba Block 1

Category: other-general

We are looking for a talented and skilled Officer to join our multicultural and diverse team in Kuwait. As a Sales Officer, you will play a pivotal role in the success of Kuwait Steel by engaging with local clients from pre-inquiry to the order stage. Reporting to the Chief Sales Officer, you'll be responsible for maintaining excellent client relationships while embodying the company's image.

Duties may include but will not be limited to:

Attending meetings with clients to discuss project requirements.

Providing answers to all technical questions raised by the client or the Sales Department during the inquiry stage.

Preparing relevant Technical Marketing documents as requested by the Business Development and Market Intelligence Director.

Assisting in outbound or inbound marketing activities by demonstrating expertise in various areas.

Providing technical presentations and conducting training seminars.

Attending meetings with the Clients for critical inquiries and projects when needed.

Coordinating and attending customer meetings to resolve all technical issues prior to or during the execution of an order.

Preparing Technical Comments on all Key End User and Client specifications.

Analysing marketing data.

Complying with Kuwait Steel policies, HSE Management System and Integrated Management.

Required Qualifications:

Bachelor's Degree in Business Administration/Marketing

Preferred Experience:

2 to 5 years of relevant experience in sales management.

Resident of Kuwait with a Transferable Visa

Proven experience as a Sales Officer within the Steel Rebars & Billets Manufacturing Industry or any other Heavy Industry such as Construction.

Job-Specific Skills:

Native Arabic Speaker (Essential)

Good communicator with negotiation skills

Empathic listener

Product Knowledge

Database skills

Software skills (Word, Excel, PowerPoint, etc...)

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