

Field Sales Engineer (m/f) – Jeddah / 100%

About IQAir

IQAir AG is a worldwide leader in measuring and improving air quality. We help people lead longer, healthier lives by protecting them from air pollution and allergens at home, at work and on the go. At our Swiss Technology Center we develop and produce IoT air measurement devices and air purification systems for private, public and clinical applications. Our customers are governmental agencies, schools, medical facilities, Fortune 500 companies, embassies and health conscious individuals in over 100 countries. Our mobile air quality -app AirVisual and air quality data platform is used by over 50 million people around the globe.

Join our global team of technical sales, support and marketing experts to help bring clean air to Saudi Arabia.

Your Tasks

- Product sales and support through networking, referrals and active outreach
- Accompany the customer during the complete sales process
- Prepare presentations and proposals for residential and commercial projects
- Establish and maintain productive, professional relationships with internal and external key stakeholders
- Monitor competitive activities on the regional market, identify customer future needs in terms of product portfolio
- Create reports regularly and maintain data for sales opportunities and document sales activities on CRM
- Provide troubleshooting field support and prepare field reports

Our Requirements

- Proven experience in technical sales with good business contacts and with excellent track record
- Thorough understanding of commercial sales and negotiation techniques coupled with strong motivational and organizational skills
- Strong ability to understand customers' needs and apply appropriate technical and commercial solutions
- Familiar with Saudi Arabia Market
- Fluent in English and Arabic (native)
- Self-motivated, hands-on mentality with a results-driven approach
- Valid KSA driving license
- **Only candidates with Saudi citizenship can be considered**

Our Offer

- Represent best-in-class air quality monitoring and air purification systems for residential, commercial and healthcare settings
- Competitive salary and commission
- Training from and direct access to product and engineering experts from Swiss headquarters

Place of Work

0 Jeddah, Saudi Arabia

Jetzt Bewerben