

Center for Career Planning & Placement (CCPP)

Graduate Placement Services (GPS)

JOB VACANCY FORM[©]

IMPORTANT: The information presented in this document can be shared only internally at UAE University!

Job Reference No.: JV347

Company Name: **AAF International**

Company Type: Private



Job Position/Title:	Sales & Application Engr.	Academic Major:	Engineering Civil & Environmental Mechanical
Salary Range:	7,000 - 8,000AED	Years of Experience:	Fresh graduates or with experience 1 year
Job Location:	Dubai	Job Type:	Full-time
Nationality:	Any Nationality	Gender:	Male
Job Description:	This role reports to the Air Pollution Control (APC) Sales Manager based in the UAE. The work content is technically orientated; however the prime objective is to offer the technical support needed to meet commercial targets. Position Responsibilities - Develop the required tools (costing sheets, standard models...) for efficient bidding and quoting processes. - Prepare and present system calculations, technical specifications and commercial responses to the client. - Perform a comprehensive technical and a commercial review of client enquires. - Prepare estimates including enquiries on subcontractors and liaison with internal engineering support groups for cost data. - Contribute directly to the development of fabrication of APCP products in the Middle East. - Support the Sales Manager to identify and secure enquiries from the target markets. - Support the Sales Manager to develop new and existing clients to maximize market share and revenue. - Advise and propose to the Sales Manager about product pricing decisions to meet sales and profit margin goals. - Participate in meetings or direct communications with customers to assist in resolution of problems or complaints. - Support in Preparing and distributing literature, pricing information, technical data and promotional material to clients. - Maintain a teamwork philosophy with other departments to facilitate problem solving and provide good customer service.		
Minimum Qualifications:	- Bachelor Degree. Higher GPAs. (kindly state GPA in resume) - A self-motivated individual, who can take initiative, think independently and work within a team - Knowledge and experience in pricing/costing tools and techniques		

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	- Technical Experience in a similar industry (fan, compressor, Air Handling Units...etc.) or Applications Skills - Excellent presentation and communication skills - An appreciation of the design, application and construction of fabricated products - Proficient in Excel with an understanding of Macros. - Relationship building - English language skills
No. of Positions Required:	1
Job Close Date:	Open Until Filled

To Apply, UAEU Graduates/Alumni should send their CVs to:
novhea@aaf-ae.com

JOB NAVIGATOR
Locating Your Career Path



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