

Sales Representative – WATTS Rental FZE

Company: WATTS Rental FZE

Location: Dubai, UAE

Job Role

WATTS-Rental is on the lookout for a Sales Representative to join our burgeoning international rental division. The role is situated in the vibrant city of Dubai, UAE, and presents a unique opportunity to ascend alongside a team of pioneering industry experts and professionals. The Sales Representative will be instrumental in driving the company's growth through strategic sales initiatives and fostering robust client relationships. The role demands a proactive and self-motivated individual with a flair for navigating the dynamic power and energy sector.

Responsibilities

- Spearhead the development of a measurable sales pipeline to bolster company expansion.
- Cultivate and enhance client partnerships, devising tailored sales strategies.
- Oversee daily interactions with a designated client portfolio, gaining insights into their operational needs and strategic objectives.
- Engage clients consistently through face-to-face meetings, phone calls and emails to fortify business connections and uncover new business prospects.
- Resolve client issues promptly, liaising with stakeholders and operational teams.
- Organise and manage client-focussed educational seminars.
- Employ the CRM and Operations system effectively to oversee client relations, sales pipelines and opportunities.
- Contribute to the creation of marketing materials and the setup of tradeshow exhibitions.
- Perform ongoing market analysis to supply actionable insights to the management and team members.

Basic Expectations

- Embrace an innovative approach to business development.
- Navigate market dynamics, leveraging industry trends, competitor vulnerabilities, and company strengths.
- Engage in the company's strategic planning processes.
- Willingness to travel as necessary to cultivate, secure and sustain business objectives.
- Essential Competencies
- Stay abreast of rapid changes in the local and global power & energy landscape, understanding their implications for clients and representing WATTS-Rental effectively.
- Exhibit initiative and exceptional organisational skills, ensuring precision and timeliness in all endeavours.



Key Required Competencies

- **Market Adaptability:** Demonstrates a keen acuity for monitoring and adapting to rapid developments within the domestic and international power & energy sectors, effectively translating these insights into strategic advantages for Agile Power Group and our clientele.
- **Initiative and Organization:** Embodies the spirit of a self-starter with exemplary organizational prowess, ensuring meticulous and punctual fulfillment of responsibilities.
- **Cultural Agility:** Exhibits comfort and fluency in engaging with diverse cultures and backgrounds, fostering an environment of inclusivity and respect.
- **Client Relations:** Possesses a natural aptitude for nurturing robust relationships with clients, built on trust and mutual understanding.
- **Active Listening:** Employs active listening skills to fully comprehend the unique needs and challenges faced by potential clients.
- **Problem-Solving:** Innovates and formulates effective solutions tailored to resolve client-specific issues.
- **Dynamic Teamwork:** Thrives in a dynamic, entrepreneurial setting, displaying versatility in both collaborative and autonomous roles.
- **Revenue Growth:** Proven track record of driving substantial growth in high-margin, recurring revenue streams.
- **Deal Closure:** Skilled in negotiating and finalizing complex transactions with precision and strategic acumen.
- **Strategic Collaboration:** Collaborates seamlessly with other functional leaders to craft strategies, devise plans, and establish clear objectives.
- **Result-Driven:** Partners effectively with the management team to translate activities into tangible outcomes.

WATTS-Rental is a staunch advocate for equal opportunity. We are dedicated to cultivating an inclusive workplace where diversity is celebrated, and every employee is empowered to contribute to our collective success.

To express your interest, please email your CV along with a cover letter detailing your current salary to: paddy.odriscoll@watts-rental.com