

## **Job description**

### **Project Engineer Hinge Doors (Hardware specialist)**

#### **Job description:**

- Responsible for the development of the Middle East & Africa (MEA) market and establishment of customer relationships
- Responsible for the achievement of annual sales targets
- Grow client database in all MEA markets
- Prospect market opportunities for hinge doors and hardware
- Acquiring new end customers, contracting companies as well as consultants / architects
- Consulting the customers / contracting companies on site and offering the best product solutions
- Preparing product presentations customized to individual clients and their needs
- Preparing material submittals for upcoming projects
- Supervising all running projects in regards to technical clarifications, contractual matters, financial controlling, delivery and installation schedule, claim handling
- Checking and organizing internal workflow for offer preparations and proposals for inquiries
- Maintaining a proper follow up workflow for the offers and analysing the feedback from the clients
- Liaise with clients on technical and commercial clarifications
- Liaise with the factories and HQ for coordination and processing orders and technical clarifications
- Liaise with the marketing department in order to improve the promotion for the hinge doors and hardware
- First point of contact for all sales colleagues in regards to technical clarifications for hardware packages
- Checking new hardware options on the market in order to improve the competitiveness and variety of hardware packages

#### **Qualifications:**

- Good knowledge of the local market and ability to keep good customer relationships
- 5+ years experience in the door and hardware industry, which includes writing specifications, hardware schedules and field service work
- BIM knowledge would be an advantage
- Driving license is mandatory
- Strong team spirit and high sense of responsibility
- A team-player, self-motivated and very well organized
- Excellent communication skills both verbal and written
- Fluency in German and Arabic is an advantage
- Superior numerical ability
- University degree is mandatory (copy of university certificate will be required)
- SAP knowledge preferred