



Schrack Seconet Care Communication GmbH, a company of the Securitas Group Switzerland, develops, produces and distributes highly flexible solutions and products worldwide in the field of care communication for hospitals, nursing homes and correctional facilities. Our wide range of products supports decision-makers in the healthcare sector in creating a safer environment for employees, patients and visitors. Our customer-oriented solutions are tailored precisely to the administrative needs of individual healthcare facilities.

To strengthen our sales team in Dubai (United Arab Emirates), we are looking for a

Sales Engineer Healthcare

As a Sales engineer, you enjoy a good reputation among specialist planners, healthcare facilities and installation companies. You understand the needs of our customers and are therefore able to clearly demonstrate the benefits of our products and solutions. High levels of customer satisfaction are our top priority, and you play a key role in achieving this.

YOUR RESPONSIBILITIES:

- Maintaining and developing existing partner network across MEAR region as well as investigating new accounts and opportunities for distributors to grow the network for full coverage of MEAR.
- Take personal ownership of large projects to ensure that accurate and competitive bids are produced. Follow through to order receipt and any after sales service requirements as necessary, resolve technical issues on-site if required.
- Gather relevant market information and produce a detailed report outlining the commercial outlook for the business, quotation and project updates, customer trends, product competitiveness, competitor activity, service issues, strategic suggestions.
- Develop program of trade shows, seminars and presentations to consultants (Health Care Market: Hospital and Nursing Home Segment), engineers and end-users to ensure that our products are specified and approved.
- Prepare and maintain tender texts ready-to-use for consultants' dependent of local competitors and market trends.

CANDIDATE REQUIREMENTS:

- Advanced knowledge of Audio and Communications Systems (LAN and/or PABX technology) or (ideally) any kind of Care Communications Systems.
- Excellent written and verbal communication skills in the Arabic and English Language.
- Technical aptitude and ability to discuss our product benefits, performance and value at engineer and consultant level.
- Proven strong negotiation and sales skills.
- Excellent interpersonal skills and the ability to work in a collaborative environment where personal and professional ethics are paramount.
- Ability to develop and deliver high quality presentations to customer and engineer/consultant groups.
- Ability to gather, analyze and interpret data to develop a course of action to resolve issues.
- Service and quality orientation.
- Willingness to travel.
- Full driving license.
- Microsoft Office (Excel and PowerPoint)

WE OFFER:

- Permanent full-time position with independent responsibilities
- Flexible working hours with mobile work options
- Attractive and performance-based package
- State-of-the-art equipment and a car allowance
- Experienced team in the field of safety-critical communication systems in healthcare
- Modern company with global sales and high-end customers
- A pleasant working environment in a collegial and friendly atmosphere

If you are interested in becoming part of an inspiring team, we look forward to receiving your application.

Please send it to one of the following addresses:

E-Mail

a.roman@schrack-seconet-care.com

Post

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