



Job Description

JOB DETAILS:	
Position Title:	Sales Manager
Reports to:	General Manager
Department:	Sales and Marketing

JOB PURPOSE:
Plan, organize, direct and control Edgo Oman sales and marketing activities and resources to reach organizational goals and objectives. Manages marketing and sales of the company's products and services.

Description
Analyze and evaluate the market in order to respond to opportunities and threats within the marketing environment to ensure efficient operations provided on a timely manner to customers.
Develop marketing plan, public relations and sales to maintain the level of market share in accordance with company goals and objectives.
Ensure clients satisfaction with products and services being provided, and identify areas where improvement can be achieved in order to secure good level of market share.
Formulate pricing strategy in order to compete whilst maintaining most reasonable prices and profit.
Leadership, motivate and provide technical support for clients and staff to ensure that tasks are handled promptly and efficiently.
Negotiate and discuss new contracts with customers in order to finalize them in accordance with standard terms and conditions.
Coordinate with suppliers / vendors to ensure best benefits are achieved such as prices, payment terms, delivery terms and agreements in general.
To prepare and report the annual budget for the sales and marketing in order to set the target for the next year and to achieve sales target.
Generate leads through sales and marketing calls and visits
Develop lasting relationships with your accounts.
Write and present proposals to customers and close deals.
Oversee and coordinate all the work associated with Sales and Services provided from Principals field offices and workshops.



QUALIFICATIONS, EXPERIENCE, & SKILLS:

Minimum BSc Engineering degree in Petroleum, Electrical or Mechanical from a reputable university.

Minimum 5-10 years' work experience in the Oil & Gas Industry Turbo Machinery and compressors

Fluency in English is a must.

Excellent computer skills.

Good communication and reporting skills.

Knowledge of ISO 9001 and safety awareness.

Strong personality.