

Career Opportunity

Job title: Inside Sales Specialist

Number of positions: 01

Fluenta Solutions Ltd. (DMCC branch) has a rewarding opportunity for an Inside Sales Specialist to support our growing business.

About You

- A graduate in engineering or business or have relevant experience
- Technical background is preferred
- Experience with high-value, low-volume sales
- Excellent organisational and administrative skills
- Excellent computer skills. MS Office is essential, and experience using a CRM (Salesforce) and ERP (Syspro) is advantageous
- Good communication and customer service skills – with a high standard of spoken and written English are essential
- Russian or French language skills are advantageous

About the Role

- Undertake the review of incoming RFIs / RFQs / RFPs and identify technical solutions required to address customer specifications
- Prepare product quotations for checking by sales managers using the CRM system
- Provide technical bid clarifications for resellers, agents, and direct customers
- Undertake project management, including customised document preparation and factory order coordination
- Process incoming orders, entering them into the ERP system
- Coordinate service engineer visits with end-users and the service team
- Assist with customer invoicing
- Other duties which may be defined from time to time
- Full time role
- Location: JLT, Dubai

About Us

Founded in 1985, Fluenta is a leader in the use of ultrasonic sensing technology for the measurement of flare gas. Monitoring flare gas is a critical aspect of managing safety and profitability within the oil and gas industry, as well as providing the basis by which oil companies pay certain taxes and report environmental issues.

Fluenta Solutions Ltd. (DMCC branch) serves as the sales office for Africa and the Middle East.

Salary

Dependent on experience