

Sales Engineer - Agriculture Technology / Agritech

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Company: Expert Executive Recruiters (EER Global)

Location: Morocco

Category: other-general

Join Our Client as a Sales Engineer - Revolutionizing Agriculture with Cutting-Edge Technology

Our Client is a leading provider of high-resolution, real-time, and forecasted insights and irrigation commands, transforming the way agriculture is practiced.

We are seeking a highly motivated Sales Engineer to join our team. As a Sales Engineer, you will play a vital role in generating revenue by promoting and selling our innovative products to potential clients. The territory is Agadir and Marrakech and your knowledge of and network in these areas will be highly prized.

If you have a solid technical background, exceptional communication skills, and a passion for revolutionizing the agricultural industry, this is the opportunity for you.

Responsibilities:

Develop and maintain strong relationships with existing clients, ensuring their satisfaction and fostering long-term partnerships.

Assist customers by delivering comprehensive technical support, including conducting product demonstrations and presentations that showcase the value and benefits of our solutions.

Work closely with the product development team, providing valuable feedback on customer needs and market trends to ensure continuous improvement and innovation.

Prepare and deliver compelling proposals, contracts, and pricing agreements to potential customers, clearly articulating the value proposition of our products and services.

Attend industry events and conferences, actively engaging with key stakeholders to expand your network and promote our company's offerings.

Collaborate with the marketing team to develop sales and promotional materials that effectively communicate the unique advantages of our solutions.

Engage with customers, simplifying complex technical concepts related to our products and services, ensuring their understanding and confidence in our offerings.

Field Activity Management: As a Sales Engineer, you will actively participate in supervising and managing the activities of installers in the field, ensuring successful implementation and customer satisfaction.

Requirements:

Bachelor's degree in agriculture or a Diploma in a technical field.

Minimum of 3-5 years of experience in sales, preferably in the agricultural industry.

Strong technical background with a deep understanding of agricultural products and services, enabling effective communication with customers.

Excellent communication and interpersonal skills, enabling you to engage with customers, build relationships, and deliver compelling presentations.

Ability to work independently as well as collaboratively within a team, fostering a supportive and positive work environment.

Willingness to travel frequently and cover long distances to meet with customers, ensuring effective communication and relationship building.

Proficient in both written and spoken English.

Join Our Client and become part of a dynamic team dedicated to transforming agriculture through cutting-edge technology.

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