

Sr Sales Representative

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Company: Honeywell

Location: El Biar

Category: other-general

Responsibilities

Develop and sustain long term customer relationships; Establish these relationships while engaging customers at all levels including senior levels of the customer organization

Early engagement in the customer buying process diagnosing customers needs

Manages the day to day and strategic: maintaining a balanced approach to superior customer service and strategic account planning; quarterly results and long term account goals

Identifies new sales opportunities and focuses on providing consultative support by building value propositions for solutions into the account;

Experience in automation & safety systems (ICSS, ESD, DCS,....etc)

Negotiate and Close

Manage Momentum Through the Sales Cycle

Establish Rapport with Customers

Maintain CRM Tool for Forecasting and Pipeline development

Key Skills and Qualifications:

Bachelor's degree, or equivalent.

Oil and Gas Customer Experience

Experience in Solutions Selling

Experience in selling automation & safety systems (ICSS, ESD, DCS,...etc)

We Value:

Significant experience in a Sales/Account Management related field

Excellent communication skills

Ability to influence at varying levels across the organization

Ability to handle multiple priorities and navigate in a highly matrixed environment

If this is your dream role, then we'd love to hear from you.

We are an equal opportunity employer and value diversity at our company. We do not discriminate based on race, religion, color, national origin, gender, sexual orientation, age, marital status, veteran status, or disability status.

We will ensure that individuals with disabilities are provided reasonable accommodation to participate in the job application or interview process, to perform crucial job functions, and to receive other benefits and privileges of employment. Please contact us to request accommodation.

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