

Sales Engineer and Assistant Sales Support Engineer- Vialighting

ViaLighting is an independent architectural lighting supply company based in Kingdom of Saudi Arabia since January 2015

1. Sales Engineer – Lighting Solutions:

Location: Riyadh, Kingdom of Saudi Arabia

Major: degree in Electrical Engineering, or any related field

Experience: 0-2 years of experience in lighting sales or MEP project sales, preferably in KSA.

Major Responsibilities:

- Identify new leads in the market through field visits, contractor outreach, consultant relationship building, and project tracking platforms.
- Conduct site visits to understand project scope and client requirements.
- Maintain updated pipeline of projects and converting qualified leads to opportunities.
- Understand client specifications, project budgets, and design intent to propose suitable lighting solutions.
- Coordinate with the Estimation / Design Team to prepare lighting designs, BOQs, quotations, and technical submittals.
- Conduct value engineering by recommending alternative products that meet specification, performance, and cost expectations.
- Present proposals to clients and negotiate commercially to close the deal
- Follow up with the procurement, logistics, and warehouse teams to ensure timely order processing and delivery.
- Coordinate mock-ups, testing, and site supervision with technical teams when required.
- Follow up with the accounting team for invoicing and ensure timely collection on of payments.
- Maintain long-term relationships with key clients (contractors, consultants, designers).
- Ensure professional communication on and resolve any technical or supply-related issues.

Additional Requirements:

- Strong understanding of lighting products, control systems, technical drawings, and BOQs.
- Technical knowledge of lighting systems and standards.

2. Assistant Sales Support Engineer:

Location: Beirut, Lebanon

Major: degree in Electrical Engineering, Mechatronics, or any related field

Experience: 0-2 years of experience in a technical or support role

Major Responsibilities:

- Assist senior engineers in reviewing project specifications, BOQs, and drawings to help prepare accurate lighting offers.
- Support the coordination with suppliers and manufacturers to gather quotations, technical data sheets, and product documentation.
- Help prepare cost comparisons and ensure all documentation aligns with project requirements.
- Contribute to the development of technical submittals and other documentation for client review.
- Maintain organized digital records of all quotations, offers, and technical files.
- Learn to provide technical support for the sales team during the proposal phase.
- Assist in providing basic after-sales support by helping to address client inquiries and simple product-related issues.
- Participate in internal meetings and training sessions to build industry knowledge.

Additional Requirements:

- A foundational understanding or strong academic interest in lighting principles and products is preferred.
- Good proficiency in MS Office (especially Excel, Word, and Outlook). Familiarity with AutoCAD or Dialux is a significant advantage.
- Eagerness to learn about lighting brands, suppliers, and international standards.
- Strong written and verbal communication skills.

How to Apply:

Kindly send your CV or contact the Career Services Center, E-mail: career.services@balamand.edu.lb,
Ext. 7801; 7802