

Project & Solution Engineer and Market Developer- Technical Sales- ALTRONIX

The global leader in power and data transmission solutions for professional Security, Surveillance, Access Control and Fire applications

Location: Lebanon

1- Project & Solution Engineer:

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

Experience: 0-2 years of relevant experience

Major Responsibilities:

- Define project and Solution technical specifications
- Draw Turnkey solutions including several manufacturers
- Develop and upgrade of Layouts and drawings Library
- Review technical proposals and compare to original tender to match our final technical solution
- Confirm drawing measurements
- Collect technical data
- Manage project from contract signature up to final commissioning by:
- Conduct kick off meetings with the customer and related manufacturing partner
- Ensure effective feedback and lessons learned from customers and internal stakeholders.

Additional Requirements:

- AutoCAD is a must
- 3D drawing is a plus
- Proficiency in English, French and Arabic

2- Market Developer / Technical Sales:

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

Experience: 2-5 years of experience in the Engineering or Industrial industry (packaging material selling) is preferred.

Major Responsibilities:

- Identify prospective clients through market research,
- Present company's portfolio
- Collect specifications for a new opportunity
- Present & follow technical solutions and financial proposals.
- Search for and visit local and international fairs (through web and physical visits)
- Close deals
- Establish and maintain current and potential customer relationships
- Manage customer services through quality checks and other follow-up
- Identify and resolve customer concerns.

Additional Requirements:

- Previous experience in KSA & Gulf Market is a plus.
- Proficient in English, French and Arabic.

How to Apply:

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