

SALES ENGINEER

FoxTel Communications LTD, Limassol, Cyprus, Dec 2021

Introduction:

FoxTel Communications LTD is looking to employ a dynamic and versatile sales engineer to join our ever growing team to be involved in promotion & selling the company's services solution design, offer preparation, purchases, project management as well as after sale care.

The job also offers the opportunity to the candidates to be promoted in a managerial role as Manager of Sales & Purchasing department following a record of good performance within first 2 years.

AboutTheCompany

FoxTel is a leading Hotel Technology Systems Integrator in Cyprus & Greece with over 40 years experience and an ever increasing customer portfolio of high end international chain and independent hotels. The Services offered include, WIFI & IP Networks, TV, Telephony, Pcs/Servers, Locks, Sound, Fire & Security systems.

<https://fox-tel.com/project-references>

The company through its collaborations is certified to provide high spec systems and services to some of the biggest hotel brands in the world including Marriott, Hilton, Accor, IHG, Radisson, Hyatt and more. It enjoys the best reputation amongst hoteliers in Cyprus and Greece with a proven record of high end service and support. Our customers have received Awards based on guest experience and feedback from the technological solutions offered.

General Duties, including but NOT limited to:

Please note that duties may change with time adopting to new technology fields or New company needs which can be necessary due to market conditions.

Role Flexibility is a key requirement for all candidates

- Training and certification for the various systems offered
- Sale of company services in Cyprus and abroad
- Design, planning and preparations of proposals technical and financial
- Involves a lot of paper & office work
- Communication with Suppliers
- Purchase Orders
- Shipments Management
- Project management & Quality assurance
- Communication & coordination between customer, sales and technical team
- After Sales Support
- Preparation of Services Pricelists
- Marketing campaign preparation and launch
- Representing company in Promotion events
- Expos local & abroad
- Attending corporate & customer meetings
- Travelling
- Full Understanding of the solutions and services following training and personal home study
- Confidentiality. Character integrity, excellent work ethics

SKILLS & REQUIREMENTS:

- Engineering Degree or diploma in Computer, IT, Telco, Electrical, Electronic Systems related Field
- 2 Years or more of work experience in corporate B2B sales and/or Project Management
OR
3 Years or more work as an IT or Electronic or Electrical Systems Engineer
- Position also open to IT, electrical or electronic engineers that wish to move to sales & project management
- Past Hotel IT systems experience and work is also a plus
- High understanding and interest in technological solutions
- Very Good Technical understanding and analysis of Solutions Offered
- Excellent speaking & writing skills in Greek and English
- Excellent Communication & Presentation skills
- Excellent Use of Word, Excel, Power Point, Visio
- Good Use of autocad OR Willingness to Learn
- Ability to coordinate & lead
- Ability To blend In with Existing Teams
- Ability to work independently
- Self-Motivated & Target driven
- Efficiency, Stability & performance
- Flexibility in Job Role
- Flexibility to work extra hours to support customer needs/project/sale when required
- Work abroad or away from home for days specific projects / events when required
- Requires to operate often under demanding environments & demanding customers
- Ability to drive Manual Car
- Ability to fully & professionally perform all duties indicated under General Duties / Requirements
- Interest In the Work Carried out & outcome
- Advise of any medical conditions, or medicine taken that could affect work or risk your health while at work
- Clean of any criminal Record
- Army duties fulfilled
- **Reference Letter and contact details from a previous employer**

MENTALITY & COMPANY CULTURE

- Work for the good interest of the company
- Team player and Keen to help out
- Feel and fit in the company culture
- Follow management directions closely
- Understand the ever-changing market environment & adopt accordingly

CAREER FUTURE:

Corporate Sales Rep has the option to progress to following positions:

- Key account Manager
- Sales & Purchasing Manager

SALARY:

Very Good Remuneration Plan based on

- Experience & performance
- Sales Commission
- Ability to build up salary
- Long Stay Bonus

Make yourself today, part of the no1 Hospitality Solution Provider in Cyprus