



## A career at COPA-DATA

COPA-DATA is an independent software manufacturer to combine in-depth experience in automation with the new possibilities of digital transformation – reliable, future-proof and operating worldwide. We develop software for industrial and energy automation that makes our customers' lives easier. As a dynamic, successful corporation we are continually growing and expanding our team. We're looking for a:

# Technical Sales & Business Development Engineer (f/m/d) Riyadh - COPA-DATA Saudi ICT Ltd.

### Your tasks:

You are supporting the expansion and further development of the Middle East region with a special focus on Saudi and the GCC market by creating new business according to our global sales strategy within the defined key industries, by expanding the local partner network and by fostering the relationships with existing end customers and key accounts in the region. The focus includes the following:

- ▶ First point of contact for all technical and sales related inquiries for all partners and customers in the Middle East region, with the focus on Saudi Arabia
- ▶ Active and targeted acquisition of new partners and customers and development of sustainable business relationships, including selected key accounts in the region
- ▶ Qualification of specifications, project documents and tenders (RFQs)
- ▶ Prepare, raise, provide and chase customer quotations
- ▶ Advise partners and customers on licensing and best technical architectures
- ▶ Execution of regular customer and partner visits
- ▶ Keeping all customer and opportunity related information in the CRM system up-to-date and complete
- ▶ Continuous market and competition analysis and recognition of market opportunities

### Required skills, knowledge and characteristics:

You have a technical education (IT or automation) and experience in sales or in marketing technically sophisticated products. You are ambitious in applying your technical and commercial know-how. You integrate your excellent English skills and your confident manner within an experienced team with a target-oriented, conceptual approach and assertiveness. Travel and personal contact to our partners and customers are a given for you.

### What you can expect:

You'll work in a family-owned company with over 30 years of experience in the software development industry. Flexible working hours, a friendly workplace and a high level of appreciation ensure a productive environment. Flat hierarchies allow for short decision-making routes. In-house training courses provide you with the required knowledge about zenon. Are you interested in providing an essential contribution to expand the business in the Middle East? Then send us your application now to Sofia Ribeiro de Sousa at [sofia.sousa@copadata.com](mailto:sofia.sousa@copadata.com).

Classification according to the retail collective agreement, employment group E, is intended for the function.



Visit us



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