

Automation, Mechanical &
Electrical Engineers

Plot 708A, Babatunde Atere Street,
Omole Phase II Isheri, Lagos – Nigeria.
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1st August 2019

Menaakai Omunakwe

12 Ernest Omoregie
Crescent OGUDU
Lagos, Nigeria.

Dear Menaakai

PROVISIONAL OFFER OF EMPLOYMENT - TECHNICAL SALES ENGINEER

We are pleased to offer you employment as **Technical Sales Engineer** effective **2nd September 2019**

This offer is based on terms and conditions of the contract of employment stated below:

Responsibilities:

Subject always to the direction of the Business while reporting to the General Manager - Sales & Marketing, you will be engaged in obligations as usually inherent in such a position. Such obligations shall include but not be limited to:

- Ensuring growth in sales volume of the department by deepening relationships with existing customers and acquiring new Customers.
- Provision of relevant technical support & information that will increase/optimize the reliability, convenience, and total cost of ownership of equipment/production lines of Customers.
- Preparing sales reports of our products and solutions by collecting, analyzing, and summarizing sales information and application trends.
- Assisting in market research on products, markets, and competition throughout West Africa
- Leading client conversations through emails, phone calls and in person meetings
- Developing sales proposals and strategies to drive sales process
- Performing technical surveys and audits on client sites to determine requirements for engineering solutions
- Organising and attending trade exhibitions, conferences, and meetings