

## **Business Development Engineer**

### **Duties and Responsibilities**

- To develop and create customer relationships in your area of responsibility.
- Proactively generating opportunities from outside current customers' databases.
- Ensure customer satisfaction and solve complaints in coordination with the rest of the ACTS team
- Document and maintain the customer and contact information through the CRM platform.
- Maintain full information on opportunities, tasks, visits and proposals updated in the CRM platform
- Accountable for finding customer needs and ACTS's solution matching those needs
- Responsible for coordinating and following up closely with tendering team of each business unit and department.
- To develop the business of the company aligned with the company vision and target.
- To constantly conduct visits and meetings with potential customers and present ACTS services
- Accountable for leads, new opportunities, orders and contracts to meet the sales budget.
- To be able to provide in-depth market, industry and competitive analysis and positioning.
- To maintain the responses of RFPs and clarifications on time, in coordination with ACTS business units and divisions
- To pursue, follow up and obtain registration and approval of the company activities with the local authorities (ministries, municipalities, oil and gas entities, engineering bodies, and others as appropriate).

### **Education and Experience:**

Bachelor's Degree in Civil Engineering or related with minimum 05 years of experience in the construction industry in KSA (Contracting, Consultancy, Third party quality control services..). Preferably, experience in the Construction Civil industry.