

## **Job Description for Sales Executive / Consultant - Muscat**

**Location:** Muscat

**Company:** Fieldmaster.ai [ <https://www.fieldmaster.ai> ]

**Type:** Full-Time

**Hierarchy:** – Entry Level

**Experience Required:** - 1-2 years of Sales experience or Freshers with Management Degrees

**Salary:** - Competitive with Performance-Based Incentives

### **About Fieldmaster.ai**

Fieldmaster.ai is a provider of advanced technological solutions for field operations across various industries. We are a consultative Managed Software Platform providing fully customised and end-to-end integrated systems for the management of field activities and everything around it. Our consulting expertise stems from our 9+ years of actual field contracting learnings and successes. Our mission is to help our customers achieve excellence in field operations through our Actual Intelligence System that has been proven over more than 10 million field service visits.

### **Job Summary:**

Fieldmaster.ai is seeking a dynamic and results-oriented Sales Executive to join our team in Muscat, Oman. The successful candidate will be responsible for driving sales, building relationships with potential clients, and achieving revenue targets. This role requires a proactive individual with strong communication skills and a flair for sales.

### **Key Responsibilities:**

- Identify and develop new business opportunities to generate revenue and achieve sales targets.
- Build and maintain strong relationships with clients, understanding their needs and providing tailored solutions.
- Conduct market research to identify trends, customer needs, and competitive activities.
- Prepare and deliver presentations and product demonstrations to potential clients.
- Negotiate contracts and close deals to secure new business.
- Collaborate with the marketing team to develop and implement effective sales strategies.
- Provide regular reports on sales activities, pipeline, and forecasts to the management team.
- Attend industry events, conferences, and networking opportunities to promote Fieldmaster.ai's services.
- Stay up-to-date with industry trends, products, and competitors.

**Qualifications:**

- Master's / Bachelor's degree in Business Administration, Marketing, or a related field.
- 1 - 2 years of proven experience in sales, preferably in the technology or software industry.
- Strong understanding of the field services industry and its challenges.
- Excellent communication, negotiation, and presentation skills.
- Ability to work independently and as part of a team in a fast-paced environment.
- Strong problem-solving skills and a customer-focused approach.
- Proficient in CRM software and Microsoft Office Suite.
- Fluency in English is required; knowledge of Arabic is an advantage.
- Valid Omani driving license is preferred.

\* Freshers with Management Degree or appearing the final semester can apply.

**What We Offer:**

- Competitive salary and performance-based incentives.
- Opportunities for career growth and professional development.
- Dynamic and supportive work environment.
- The chance to work with innovative technology solutions that are transforming the field services industry.

**How to Apply:**

If you are a Sales professional with a proven ability to connect with C-level executives and drive business growth, we would love to hear from you. Please send your resume and a cover letter detailing your relevant experience and achievements to [manesh.kumar@fieldmaster.ai](mailto:manesh.kumar@fieldmaster.ai).