

Technical Sales Manager (m/f/d) Middle East

Referencenumber:	2020-3130
Field of work:	Sales
Location:	United Arab Emirates

Company description

Our client is a manufacturer of industrial products and one of the market leaders in the industry due to their high-quality products, as well as going above and beyond the demands of its customers. The family-owned company is well established in the Middle East and is now seeking a dynamic and proactive Sales Manager to join their Dubai office.

About Departer – The German Headhunter:

As an internationally oriented German HR consultancy for the recruitment of multinational professionals, Departer possesses a long-standing expertise in the core markets Germany, Middle East and Australia. Through our regionally established offices in Dubai, Sydney and Hamburg, we are valued as a reliable recruitment partner by numerous companies.

Job description

Your duties and responsibilities will include:

- Acquisition and development of key account customers
- Regular customer visits with the aim to increase market share in the region
- Identify potential sales opportunities in the GCC region
- Point of contact for existing customers
- Establish new sales partners and distributors for power plants, as well as oil & gas companies

- Systematic analysis of trends, market developments as well as sales opportunities
- Utilize the CRM system to develop new leads
- Regularly monitor sales and provide reliable forecasts to meet sales targets
- Provide regular sales and activity reports to the management
- Lead and participate in customer meetings, workshops, presentations, and seminars

Job specification

To be successful in this role you should have the following skills and experiences:

- University degree in Business Administration, Engineering or similar field
- Strong technical background and several years of sales experience in the UAE, preferably within the power plant or oil & gas supplier industry
- Sales attitude with an open-minded and communicative character
- Excellent English language skills (written and spoken)
- Good knowledge of MS office
- Ability to work in an independent, goal-oriented and efficient manner
- Team player attitude with intercultural skills
- Willingness to travel throughout the Middle Eastern region

If you are looking for a challenging position in a successful company, we look forward to receiving your application in English. Your application will be treated with discretion and will remain confidential. To create your cost-free virtual portfolio application, click on the link "[Apply for this position](#)" at the bottom left of this job offer.