

Area Sales Manager (f/m/x)

Sales Area: United Arab Emirates

Hauff-Technik® is one of the leading European manufacturers of absolutely tight cable and pipe penetrations. With our in-depth knowledge of the respective market requirements, we always think in terms of practicable solutions that benefit our target groups and are tailored to their needs. To enable us to pass on the decades of experience of our Hauff-Technik Group, we constantly need new specialists who think in terms of solutions and always keep an eye on efficiency. Become an efficient solution builder and apply now.

Your tasks:

- Professional maintenance of existing customer relationships
- Establishment and expansion of our business relationships with clients, consultants ,contractors and distribution partners
- Professional support of construction projects - starting from the tendering process through to the awarding of contracts and site supervision
- Technical advice and development of customer-specific solutions
- Acquisition of new customers
- Organization and implementation of training events, regional and in-house exhibitions
- Full sales responsibility in the sales area
- Market and competition monitoring
- Provide regular sales reports and forecasts to senior management
- Achieving defined sales targets
- Responsible cooperation with the internal sales department

Your skills:

- Bachelor's degree in Electrical, Civil or Mechanical Engineering
- 6-8 years professional experience in field sales
- Strong communication, negotiation and closing skills
- Confident use of MS Office applications and a CRM system
- A systematic and goal-oriented working style combined with the ability to work in a team
- Customer and service orientation and flexibility as well as independent work
- Willingness to travel for several days on business
- Valid UAE, Driving License
- Ideal place of residence: Dubai, United Arab Emirates

We offer:

- Competitive salary
- Opportunities for career growth and development
- Supportive and collaborative work environment
- Comprehensive training
- Very good team spirit
- State-of-the-art working environment

If you are interested in this exciting and varied task, please send your short application (cover letter and updated CV) to bewerbung@hauff-technik.de to the attention of Ms. Nathalie Plaschky, Tel. 164. If you have any questions, please contact us.