

A hand is shown from the bottom left, reaching upwards towards a glowing, wireframe sphere. The sphere is composed of numerous interconnected points and lines, creating a complex, geometric structure. The entire scene is illuminated with a blue light, giving it a futuristic and technological appearance.

Field Sales Engineer (f/m/x) (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:

- Maintain and strengthen relationships with existing clients, serving as their primary technical advisor
- Promote and demonstrate products and services tailored to customer needs
- Visit project sites to inspect conditions, assess requirements, and provide on-site recommendations
- Conduct detailed evaluations to ensure the compatibility of products and services with customer specifications and industry standards
- Prepare and present site inspection reports and BOQ to clients and internal teams
- Conduct training sessions for customers, contractors, and end-users on product installation, operation, and maintenance
- Provide on-site supervision during critical installation phases to ensure compliance with technical and safety standards
- Address and resolve technical challenges encountered during installation or project execution
- Collaborate with clients to understand their technical needs and propose suitable solutions
- Serve as a liaison between the customer and internal teams (engineering, production, and support) to ensure seamless project delivery
- Stay updated on market trends, competitors, and technological advancements
- Provide insights to the management team for strategic planning and product development

Your skills:

- Degree or Diploma in Mechanical, Civil, or Electrical Engineering
- At least 2 - 3 years of experience in field sales, technical support, or a related role
- Strong understanding of engineering principles, product installation, and industry standards
- Excellent verbal and written communication skills, capable of conveying technical concepts to non-technical audiences
- Ability to assess site conditions and recommend tailored solutions
- Proven ability to train and supervise teams effectively on-site
- Willingness to travel extensively for site visits, customer meetings, and training sessions
- Hands-on experience with site inspections, troubleshooting, and project implementation
- Familiarity with CRM tools and project management software
- A valid UAE Driving License

We offer:

- Competitive compensation package with performance-based incentives
- Opportunities for career growth and professional development
- A dynamic and collaborative work environment focused on innovation and customer success

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.