

Account Manager Jobs In Abu Dhabi | Enerpac Tool Group

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Company: Enerpac Tool Group

Location: , Abu Dhabi Emirate, United Arab Emirates

Category: sales-and-related

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About the job

Enerpac Tool Group is a premier industrial tools and services company serving a broad and diverse set of customers in more than 25 countries. The Company's businesses are global leaders in high pressure hydraulic tools, controlled force products and solutions for precise positioning of heavy loads that help customers safely and reliably tackle some of the most challenging jobs around the world. The Company was founded in 1910 and is headquartered in Menomonee Falls, Wisconsin. Enerpac Tool Group trades on the NYSE under the symbol "EPAC".

Requirement

Duties and Responsibilities :

Generate customer requirements through sales visits and close customer contact, actively visit the end-user accounts, major projects and any prospect identified.

Grow sales within existing clients and generate additional sales growth / profit through the identification and development of new clients.

As key contact initiates, develop and build professional relationship with end users and build new sales opportunities in the area.

Cooperate well with local & regional colleagues and support them in identifying potential clients and join visits to generate new business.

Implement local strategies within the region that will result meeting and exceeding annual targets.

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