

Area Sales Manager Jobs In Ajman | FMC Group

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Company: FMC Group

Location: Ajman

Category: sales-and-related

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About the job

Department:Sales / Business Development

Employment Type:Full Time

Location:UAE, Dubai

Description

FMC Group is looking for an Area Sales Manager to expand the activities of our German client Witzenmann in the GCC region. Witzenmann is a leading manufacturer of high-quality industrial products such as metal hoses, metal bellows, expansion joints, and pipe supports. With 4,300 employees at the headquarters in Germany and 22 locations in 17 countries, Witzenmann achieved a turnover of more than 730 million euros in 2022. The position will be reporting to the Global Vice President of Sales & Engineering for Expansion Joints and Pipe Supports.

Key Responsibilities

Achieve company objectives by planning thoroughly, setting sales goals, analysing performance data and making forecasts

Create and execute a strategic sales plan that expands the customer base and company's markets defined together with the headquarters in Germany

Effectively communicate the value proposition through presentations to customers

Provide technical support for customers in the range of industrial plant layouts with expansion

joints

Manage the entire sales process from planning to closing

Prepare offers for small to big industrial projects and perform contract negotiation with customers' procurement departments

Skills, Knowledge And Expertise

Bachelor's or master's in engineering (Mechanical or Process Engineering or similar), MBA added advantage

10+ years of experience in handling sales in the field of Energy, Oil & Gas, Chemical industry and Steel manufacturing in close cooperation with Traders, Licensors, EPCs and End Users

Excellent communication skills in English, and preferably in Arabic

Good business acumen with strong sales and negotiation skills

Excellent interpersonal skills and ability to establish long-term relationships

High motivation for travelling in the whole GCC region and driving license

What We Offer

In addition to an exciting new challenge, we offer you a competitive compensation and over the top benefit package. A unique training and qualification program that supports your professional development and personal growth. We promote the balance between work and personal life with a flexible work schedule and a full mobile office.'

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