

## Heavy Machines Sales Manager

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Company: Linum Consult

Location: Dubai

Category: other-general

### The Role

Linum Consult's client is a leading distributor of heavy machinery and equipment, catering to construction, road construction and mining in the Horn of Africa region. In response to sustained expansion, they are seeking to recruit a Sales Manager experienced in heavy machinery sales operations. The role will be based in Dubai, involving substantial travel throughout Ethiopia and Djibouti. RESPONSIBILITIES • Developing and implementing a comprehensive strategic plan for the company's heavy machines and equipment sales and operations, in line with the company's overall goals and objectives • Identifying opportunities for business growth, market expansion, and operational improvements within the heavy machines and equipment division • Establishing and maintaining strong relationships with key customers, dealers, and industry partners to drive sales growth • Providing input on pricing strategies, product positioning, and market differentiation to gain a competitive advantage • Monitoring and reporting sales revenue and performance metrics • Managing the sales teams effectively, including developing and monitoring KPIs • Developing and implementing strategies to optimise rental operations of the heavy machines and equipment fleet, including pricing, contract management, customer service and fleet utilisation/expansion

### Requirements

CLIENT REQUIREMENTS • University degree in Business, Engineering or relevant subject • 10 years' experience in a senior management role overseeing heavy machinery

operations, sales, marketing, and fleet rental services • Must have first-hand knowledge of Komatsu heavy machines and equipment, and experience of working in Africa • Excellent leadership and team management skills • Very strong strategic thinking, sales acumen, and marketing skills • Strong financial acumen with experience in budgeting, financial management, and pricing strategies • Willingness to travel regularly throughout Africa • Due to visa restrictions, our client can only consider European or South African nationals for this role APPLICATION PROCESS If you fulfil all of the key criteria for this position, then please formally submit your CV along with your current financial package details online.

#### About the company

Linum Consult is a niche global consultancy specialising in international recruitment of white collar workers across the Construction & Engineering, Mining and Oil & Gas sectors. We provide a full 360 consultancy service for clients, candidates and partners to eliminate the potential pitfalls of international mobilisation. All Linum Consultants are industry experts with in country, international, multi-cultural experience. We provide precise market information combined with local knowledge to help facilitate informed decisions that are often life changing.

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