

United Arab Emirates Jobs Expertini®

Sales Engineer - Machinery (Wood, Glass)

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Company: Michael Page

Location: United Arab Emirates

Category: healthcare-practitioners-and-technical

Newly created role with MNC |Excellent career progression opportunity

About Our Client

Our client is a leading multinational corporation specialising in the manufacturing of state-of-the-art CNC machinery for the wood, glass, and tile industries. With a commitment to innovation and cutting-edge technology, we deliver high-performance solutions that empower our clients to achieve precision and efficiency in their manufacturing processes.

Job Description

Market Development:

Identify and assess market opportunities for CNC machinery in the wood, glass, and tile industries within the GCC region.

Develop and implement strategic plans to penetrate new markets and grow the customer base.

Client Relationship Management:

Cultivate and maintain strong relationships with key clients, understanding their unique requirements and providing tailored solutions.

Act as a trusted advisor to clients, offering insights on industry trends and advancements in CNC technology.

Technical Expertise:

Demonstrate a deep understanding of CNC machinery and its applications in woodworking, glass cutting, and tile manufacturing.

Conduct technical presentations and demonstrations to showcase the capabilities of our products.

Sales Forecasting and Reporting:

Develop and maintain accurate sales forecasts, providing regular reports to senior management on sales performance, market trends, and competitor activities.

The Successful Applicant

Bachelor's degree in Mechanical Engineering, Business, or a related field.

Proven experience in sales and business development, preferably in the CNC machinery sector.

Strong technical acumen with the ability to comprehend and articulate complex

technical concepts.

Excellent communication, negotiation, and presentation skills.

Demonstrated leadership capabilities with the ability to motivate and lead a high-performance sales team.

Familiarity with the wood, glass, and tile industries in the GCC region is a plus.

What's on Offer

If you are a dynamic professional looking to make a significant impact in the CNC machinery industry within the GCC region, we invite you to apply for this exciting opportunity.

Contact: Bernardo Pereira

Quote job ref: JN-012024-6303399

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