

# United Arab Emirates Jobs Expertini®

**Sales Manager Heavy Equipment | AL SHIRAWI ENTERPRISES (L.L.C.) Dubai**

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Company: AL SHIRAWI ENTERPRISES (L.L.C.)

Location: Dubai

Category: sales-and-related

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Al Shirawi Enterprises LLC has grown significantly since its early beginnings in 1979. In 1981, the firm became the exclusive distributor of SCANIA trucks and buses in Dubai and the Northern Emirates, and it quickly rose to become a heavy truck market leader. Since then, the company has expanded its distribution of SCANIA marine diesel engines, industrial engines, CASE construction equipment for the UAE, CASE IH agricultural machinery, STILL forklift trucks, CARRIER Transport Refrigeration, Kirloskar Engines by KOEL, Manitou rotating telehandlers, TANA waste management compactors, and Weland vertical storage lifts.

Al Shirawi Enterprises LLC is a well-established company that has been serving various industries since its inception in 1979. Their diverse product portfolio includes SCANIA trucks and buses, CASE IH agricultural machinery, STILL forklift trucks, and many more.

The company's world-class after-sales support makes them a market leader in the transportation, construction, manufacturing, oil and gas, and waste management industries.

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**Role Description**

As a Sales Manager, you will be at the forefront of our sales strategy, driving growth and market dominance. Your responsibilities will include:

**Strategic Leadership:** Develop and execute robust sales strategies to achieve and exceed targets.

**Team Management:** Lead and motivate a high-performing sales team, fostering a culture of success and collaboration.

**Client Engagement:** Build and nurture strong relationships with clients, understanding their needs and ensuring exceptional service.

**Market Analysis:** Stay abreast of industry trends, competitor activities, and market dynamics to identify growth opportunities.

**What You Bring:**

Proven experience in sales management, particularly in the Heavy Equipment sector.

Strong leadership skills with a track record of driving sales teams to success.

In-depth industry knowledge and the ability to navigate the competitive landscape.

Exceptional communication and negotiation skills.

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