

SEM Aftermarket Sales Rep Jobs in Dubai | Caterpillar Careers

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Company: Caterpillar Inc.

Location: , Dubai, United Arab Emirates

Category: sales-and-related

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Position: SEM Aftermarket Sales Rep

To drive revenue and growth for the SEM aftermarket solutions business (to incl. parts, service, work tools) in line with industry strategy in the assigned territory, communicated targets

and by following established sales processes focused on the end customer.

Responsibilities:

Deliver, in collaboration with the SEM dealers, the annual total business plan for the assigned dealer territories.

In collaboration with assigned SEM dealers develop and implement aftermarket solutions industry account plans for assigned high-opportunity customer accounts.

Collaborate with industries to identify customer accounts for growth.

Requirements:

Bachelor's Degree in the related field with 5+ years job-related experience OR 5+ years

Direct Field Sales experience working for Caterpillar Dealers and/or Customers

5-10 years relevant industry experience

Working knowledge of technology products, financial products, machines, product support,

labor relations, safety, and environment operations,

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