

ROTHENBERGER

pipetool technologies at work

To further improve our market position we are currently looking for a qualified, motivated

Sales Executive / Sales Manager / Key Account Manager m/f

United Arab Emirates for GLOBE-range

to start as soon as possible.

Your perspective:

- Division Manager, Export Area Manager or Country Manager in GCC countries

Your responsibilities:

Reporting directly to the Sales Director and Operations Director, pushing and executing DUAL sales strategy in line with the Multi-Channel Marketing Strategy. You sell and demonstrate selected range of products to end-users/dealers, also direct-sales of full globe range, set up of new importers, handling of all sales and quotations. In conjunction with local partners you will organize and conduct local product trainings and trade fairs. You will prepare market analysis and have close communication with Product-Management. Also you will collect the customer datas for data base to support intensive CRM and report sales figures.

Your profile:

You are a mechanical engineer with commercial experience preferred, or do have a commercial education with a high technical affinity, both with good sales closing skills with track record and references. You must have sales experience of technical products. Ideally you will have a minimum of 2-3 years experience in Mechanical, Electrical, Plumbing and contracting companies. You must have a hands-on mentality, are pragmatic and a confident and open personality with an organised and structured working style. You have extensive knowledge of modern media and use such media in your everyday working life. Your strengths include outstanding communication skills, you are a skilled negotiator, know how to assert yourself and are goal-oriented in your work. You have excellent written and spoken knowledge of English and ideally good knowledge of Arabic. Additional languages of benefit. Willingness to travel extensively within the region is absolutely essential. A strong service mentality and well-groomed appearance are also part of your profile.

If you are exceptionally motivated, are sensitive to and knowledgeable about intercultural relations, open, eager to take on responsibility for challenging projects and looking for excellent career prospects with maximum development potential in an international, innovative environment and attractive remuneration, we urge you to consider joining our team! The initial intensive training is compensated! We look forward to reading convincing applications. For additional information, please contact Ms. Eisen.

Join the ROTHENBERGER Team!

ROTHENBERGER International GmbH · Head of Human Resources,
Ms. Hildegard Eisen · Industriestraße 7 · D-65779 Kelkheim
Telephone +49 (0) 61 95 /800-267 · Fax +49 (0) 61 95/800-308
hildegard.eisen@rothenberger.com



Founded in 1949, since 60 years ROTHENBERGER has been developing and marketing innovative and technologically advanced pipe tool technology and environmental systems. Innovation, quality and customer service have been the backbone of our continual growth.

The 40 different ROTHENBERGER group companies worldwide are coordinated and managed from our headquarters in Germany. Every year over 25 million high-quality tools are developed, manufactured and sold by more than 1500 employees.