

KEY ACCOUNT MANAGEMENT EXPERT

Sales Manager – Middle East [UAE]

At Semperit, we are dedicated to driving innovation, growth, and excellence in everything we do. As a leading global provider of conveyor belt solutions, we are seeking a dynamic and strategic Sales Manager f/m/x to spearhead our sales operations in the Middle East. This is a unique opportunity to shape and execute sales strategies, promote our high-quality conveyor belts and services, and contribute to the success of our global Belting strategy.

Geographical Focus:

- UAE, KSA, Egypt, Jordan, Qatar, and Oman.

Your Key Responsibilities:

- Promote and sell conveyor belts and services.
- Support Area Sales Managers and manage Purchase Orders.
- Define and align regional strategy with the Head of Sales.
- Build and lead a team of distributors/agents.
- Visit customers, identify prospects, and grow the customer base.
- Prepare offers and manage sales documentation.
- Provide technical advice with Application Engineers' support.
- Innovate sales strategies and promote new products.
- Monitor market trends and competition.

Your Profile:

- Degree in International Business or similar.
- 10+ years of sales experience, preferably in conveyor belts or related industries.
- Fluent in English and Arabic.
- Strong knowledge of commercial terms and practices.
- Highly organized, autonomous, and solution-oriented.
- Willingness to travel up to 50%.
- Compliance-minded and able to work in a remote, collaborative environment.

What We Offer:

- Exciting and varied tasks in an international company with an extensive history.
- Semperit Onboarding Academy and attractive training opportunities.
- Competitive salary and benefits tailored to the Middle East market.
- A collaborative and international work environment.
- Opportunities for career growth and professional development.

As a global player with Austrian roots, we embrace diversity and inclusion. We do not differentiate based on gender, nationality, ethnic and social origin, religion, ideology, disability, age, sexual orientation, or identity. At Semperit, we believe that diverse perspectives drive innovation and success.

Are you interested? Then apply online now!

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#LI-REMOTE

Your benefits