

Position: Sales Manager for Coldrooms

Location: Dubai, United Arab Emirates

Main Tasks and responsibilities:

- Technical and commercial support of the customers, dealers, developers, industrial companies and kitchen consultants in the sales district
- Preparation of quotation with specified cold rooms and freezer rooms
- Presenting and explaining the current and new Viessmann products in sales meetings as well as in customer trainings in the sales office
- Monitoring the conditions of the sales district and consulting the Management in case of fixing, changing or preparation of special arrangements
- Implementing of active competition monitoring and informing the superior about competitive conduct for forwarding to the responsible person in the company
- Fulfilling the sales annual planning

Candidate Profile

The Ideal Candidate should

- have a background in the sale of refrigeration systems (ideally cold rooms) and a knowledge of the target market
- be self motivated with a hands-on and flexible approach and be able to adapt to unpredictable events.
- Travel to required sites within the sales territory
- Excellent English; Preferred: German or Arabic speaker

Requirements

- Completed commercial or technical education (preferably in Refrigeration)
- Minimum of 5 years sales experiences
- UAE Driving license
- experience in UAE / GCC is preferred

If you are interested in this position, please send your application and CV to email

info-me@viessmann.com