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the world.
Who else but MAN.

MAN Diesel & Turbo has a vacancy in **Dubai** in the **Sales** department for the earliest start date

Sales Manager (m/f) PrimeServ O&M

Tasks

- Identify and develop long term service leads arising out of newbuilding projects (Power & Marine) in UAE and neighboring countries
- Support newbuilding sales with maintenance relevant information, concepts and calculations
- Strongly collaborate with Headquarter in Germany to support the subsidiaries in the region to identify and develop long term service projects
- Qualify and develop a sales strategy for promising leads incl. internal & external communication
- Prepare and conduct sales presentations for all organizational levels of customer's organization
- Prepare calculations and quotations to customers
- Negotiate and close service agreements directly with customers

Qualifications

- Degree in Business and/or Engineering and/or Legal
- Detailed understanding of marine and / or power generation business
- Sound commercial knowledge and technical affinity
- Relevant work experience in sales and contract management
- Strong social competences, ability to understand customer's processes and business drivers as well as communicative spirit
- Entrepreneurial, self-disciplined and highly motivated with ability to focus on priorities
- Ability to travel as required by business needs (sometimes on very short notice), work in international settings and exhibit proper business and cultural sensitivities
- UAE driving license
- Strong communication in English (written & spoken), additional languages like Arabic and French are required.

MAN Diesel & Turbo is the world's leading provider of large-bore diesel engines and turbomachinery for marine and stationary applications.

It designs two-stroke and four-stroke engines, gas and steam turbines as well as compressors.

The product range is rounded off by turbochargers, propellers, gas engines and chemical reactors. Customers receive worldwide after-sales services marketed under the MAN PrimeServ brand.

The company employs around 15,000 staff at more than 100 international sites, primarily in Germany, Denmark, France, Switzerland, the Czech Republic, India and China.

MAN Diesel & Turbo is a company in the Power Engineering business area of MAN SE.

Your first contact is Elmira Lim
mdthr-uae@mandieselturbo.com
+971 4 4237733

We look forward to receiving your online application.

Engineering the Future - since 1758.

MAN Group

