



Are you looking for new challenges and do you work independently? Would you like to take responsibility? Then you've got the perfect opportunity with us!

The ARNOLD Group is a globally active company with around 500 employees. As an expert in technical insulation for gas and steam turbines, marine insulation, exhaust gas insulation systems and mobile on-site machining, we provide our customers across all industrial sectors with flexible and custom solutions. Become part of the ARNOLD Group and support our dynamic team as a

Sales Manager (m/w/d)

full-time at our location in Dubai/Abu Dhabi

Your responsibilities:

- Independently supporting the entire sales process, from (initial) consultation to contract signing
- Active acquisition of new customers and care of existing customers with regular customer visits
- Providing technical advice to our customers and developing technical solutions for gas and steam turbine insulations, as well as for mobile on-site machining
- Conducting sales and contract negotiations
- Active market and competition monitoring as well as initiation of process and product improvements along with the identification of new business opportunities

Your qualifications:

- Sales experience with technical affinity (also lateral career entrants from other industries)
- High level of self-motivation and commitment
- Positive and confident appearance, negotiating skills with the necessary convincing ability and a focused approach to finding solutions
- Structured, independent way of working
- Willingness to travel within the Middle East
- Fluent English language skills

We offer:

- Independent and varied tasks in a globally networked company
- A long-term perspective and a secure employer
- Targeted personal and professional development opportunities
- Fast communication and implementation of your own ideas thanks to a agile and informal company structure
- Opportunity for remote working
- 30 vacation days

For further information, please visit our homepage or contact us directly. We look forward to getting to know you!

Applications to:

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