



JOB OVERVIEW

SALES MANAGER – MIDDLE EAST

Due to its strengthening global presence, Amarith Ltd is seeking the recruitment of a dynamic sales orientated individual to strengthen its team and continue the expansion of its existing business.

In this strategically critical role the successful applicant will initially be based at the UK office in an internal capacity for a period of 6-12 months to develop sound technical/commercial knowledge of the Amarith product range and its target markets. Thereafter, with relocation to Abu Dhabi – UAE, the individual take on the role of territory sales manager for the Middle East region running the day to day sales activities.

The successful candidate will have a mechanical engineering background (ideally with some previous experience of centrifugal pumps) coupled with a degree of experience in a capital sales and marketing environment. He or she will be highly ambitious and be looking to forge a significant role in a dynamic forward thinking manufacturing company.

During the 6-12 month familiarisation period in the UK the role will involve customer enquiry evaluation, product selection and tender preparation with an integral contribution to the subsequent sales cycle and agent / customer management. There will be a number of accompanied trips to the Middle East during this initial period, before the applicant being relocated to the Middle East permanently. The resultant sales manager role will involve the running of the day to day sales activities in the region, delivering to a targeted budget and market development.

For further information about the position, please refer to the documents attached.

The Job Profile outlines the key result areas for this position and details the skills, knowledge and experience required to be fully competent in this role. However, we do not expect candidates to demonstrate all of these attributes on application so please refer to the Person Specification, which identifies the essential and desirable requirements for this post. Full training will be provided to the successful candidate.

If you would like to apply for this position, please download and complete the attached application form and equal opportunities monitoring form (which will be detached from your main application form and be used for monitoring purposes only) and return to: Sandra Berry, Amarith Ltd. Bentwaters Parks, Rendlesham, Woodbridge, Suffolk, IP12 2TW.

Qualifications and Experience

- Engineering Qualification of HND or national equivalent
- Background in mechanical engineering.
- Similar role in a mechanical engineering company.
- Sales experience with engineered capital centrifugal pump experience.
- Experience with API 610 petrochemical, oil & gas markets and applications and customers

Skills

- Business planning.
- Influencing.
- IT – Word, Excel and Lotus Notes.
- Supervisor.
- Negotiation.
- Presentations.
- Communication.
- Ability to read & interpret specifications
- Selling.
- Strategic thinking.
- Target oriented.
- Team working.
- Time management.

Knowledge

- Pump selection and quotations.
- Pump application.
- Mechanical seals.
- Applications API petrochemical, oil & gas market.



PERSON SPECIFICATION

Job title	Sales Manager
Salary	Negotiable with associated benefits
Responsible to	Sales Director
Hours of work	37.5 hours a week

Requirement categories	Essential requirements	Desirable requirement
Qualifications	HND Mechanical Engineering or equivalent	Degree or equivalent
Experience	Mechanical engineering.	Supervision of sales agents. Capital Equipment Sales Worked in the middle east. Centrifugal pump experience. Business development. Proven sales track record. Sales presentations.
Skills	IT – Word and Excel. Sales. Negotiation.	IT – Lotus Notes Management of sales agents. Pump quotations. Contract negotiation. Ability to read specifications
Knowledge	Mechanical Engineering Sales & Marketing techniques	Active participation in the petrochemical, oil & gas markets. API pump products & application.
Behaviours	Both team player and ability to work alone. Flexible. Tenacious, confident & self motivated. Target oriented. Organised	
Circumstances	Be available to work in the UK for an initial 12 month period and then relocate to Abu Dhabi to promote Amarith product	
Miscellaneous		

SCHEDULE OF REVISIONS

Date	Content change	Comment	Authorised by
26/10/10			Oliver Brigginsaw