

WOLFFKRAN

WOLFFKRAN sets the standards in the realm between heaven and earth

Wolffkran is an internationally active European manufacturer, lessor and service provider of tower cranes. Technical expertise, close customer proximity and absolute reliability are our day-to-day business. Tower cranes for economy in construction – that is our speciality and our passion. With one-stop production, sales and rentals, WOLFFKRAN is able to guarantee top performance throughout the entire process chain. The result is a cranesational service for economy in construction. Worldwide.

An exciting opportunity has arisen. For our Wolffkran ISS business office in Dubai we are looking for a

BUSINESS DEVELOPMENT MANAGER SENIOR SALES MANAGER (F/M)

Your Main Tasks

- Identify a range of market opportunities based on key performance indicators around finances, urbanisation and sustainable growth
- Promotion of the Wolffkran range by market and by sector
- Collate sufficiently detailed information on a region to achieve go / no-go from the Management Board
- Develop sector led solutions across the wider region
- Attend relevant conferences and trade events to evaluate the competitors' approach and to assess the market needs

Your Profile

- Well educated with extensive knowledge of business trends and developing markets
- Successful technical sales experience
- Strong networker
- Good researcher and convincing, concise communicator
- Socially adept
- Financially astute with strong attention to detail
- Willing to travel extensively
- Multi-lingual with Arabic preferred
- Representing WOLFFKRAN in the best professional manner

The UAE is a very important hub both geographically and strategically. Sales in the UAE and KSA are based on the contact to actual partners and on targeting a major complex project. The Business Development and Senior Sales Manager is tasked with growing the business through the identification of new regional and international markets (Africa to Asia) and establishing first contact with potential dealers and direct sales opportunities in our preferred markets.

A strong drive for success, continuous improvement approach and a consistently positive attitude and outlook are vital qualities of members of the Wolffkran team. This is an opportunity to join a successful and expanding company with a dynamic environment. We offer a challenging career opportunity with a competitive remuneration package in an international environment.

Please send your application with your CV (preferably in English), a brief introduction of your experiences and details on your salary expectations and availability to Mrs. K. Probst under k.probst@wolffkran.com.

For first questions please contact our Head of International Sales, Mr. Duncan Salt, d.salt@wolffkran.com. If you're ready to be challenged, we look forward to hearing from you.

WOLFFKRAN ISS Ltd. is a company incorporated under the laws of Switzerland, acting through its Dubai Branch.

wolffkran.com

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