

**Job Title:** Hydraulic Sales Engineer / Sales Executive (outdoor)

**Department:** Sales

**Reports To:** Operation Manager / Branch Manager / COO

**Location:** UAE (Any emirates – Dubai, Abu Dhabi, Ajman etc..)

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### **Job Purpose**

We are looking for a dynamic **Hydraulic Sales Engineer / Sales Executive** responsible for promoting and selling hydraulic products and solutions to industrial customers. The candidate will develop new business opportunities, maintain relationships with existing clients, and provide technical support related to hydraulic systems and components. The role involves identifying prospects, maintaining client relationships, and working against periodic monthly, quarterly, and yearly targets. Sales executives work against periodic targets, set at monthly, quarterly and yearly levels.

### **Duties and Responsibilities**

#### **Sales & Business Development**

- **Product Promotion:** Promote and sell hydraulic products such as pumps, valves, cylinders, hoses, motors, fittings, and hydraulic systems.
- **Lead Generation:** Identify and develop new customers and business opportunities in industries such as construction, manufacturing, marine, and oil & gas.
- **Field Activity:** Proactively conduct 5 to 7 sales trips a day within a specific geographical territory.
- **Client Management:** Maintain strong relationships with existing clients and key accounts.
- **Market Intelligence:** Monitor market trends, competitor brands, and prices (with validation). Use print and electronic media to identify new projects.

#### **Technical Support & Consultation**

- **Technical Consultation:** Provide technical consultation and product recommendations based on customer requirements.
- **Product Knowledge:** Maintain full awareness of products through data sheets and technical specifications. Understanding of brands represented by the company.
- **Demonstrations:** Conduct site visits and product demonstrations when required.
- **Internal Coordination:** Coordinate with technical and service teams for product support, delivery, and effective customer backup.

#### **Administrative & Financial**

- **Quotations:** Prepare and submit quotations, proposals, and sales reports; follow up on negotiation and finalization of orders.

- Reporting: Share visit reports and updates with the Sales/Branch Manager periodically; use ERP and Excel to analyze budget versus sales achieved.
- Financial Accountability: Ensure billing closes on the last day of the month and invoices reach customers without delay.
- Collections: Perform timely follow-ups for payments to ensure collection within approved credit days.
- CRM Management: Maintain high attention to detail in managing sales activities through CRM, call logs, and ERP reports.
- Adheres to all company policies, procedures and business ethics codes and ensures that they are communicated and implemented within the team.
- Any related activity assignment by the Line Manager / HOD

### **Qualifications & Experience**

- Education: Diploma or Bachelor's Degree in Mechanical Engineering, Industrial Engineering, or a related field.
- Experience: 3–5 years of experience in sales of hydraulic products, industrial equipment, or mechanical components.
- Preferred Background: Experience selling fluid power systems or industrial spare parts with an existing customer network in construction, heavy equipment, or industrial sectors.

### **Skills & Competencies**

- Technical Knowledge: Good knowledge of hydraulic systems, components, and the ability to understand technical specifications.
- Salesmanship: Strong sales, negotiation, decision-making, and communication skills.
- Soft Skills: Self-motivated with a strong target-driven mindset; ability to work in a multicultural environment.
- Operational: Proficient in MS Office Suite (Word, Excel, Outlook) and ERP systems.
- License: Valid UAE car driving license and strong driving skills.
- Able to organize, prioritize, and manage multiple sales tasks.
- Ability to identify and resolve problems in a timely manner.
- Ability to work in a multicultural environment with colleagues.

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