

Euroboor B.V. is a producer of core drilling machines and related products for the machining industry. Since it was founded in 1977, our family business has developed into a market leader in the Benelux and we are now active in more than 70 countries. The head office of Euroboor B.V. is located in Zoetermeer. In addition, we have our own branches on various continents and we work closely with importers and dealer networks worldwide. We have a clear picture of where we want to be in the global market and how we are going to get there. Our ambitions are still great.

To strengthen the office in Sharjah (UAE branche), Euroboor is looking for a motivated and proactive sales man to fulfill sales task as well as hitting the monthly targets.

Sales Representative M/V
Fulltime

Job Description:

- Create and develop sales, with both existing and potentially new clients, with whom you will target, initiate, and develop business relationships.
- Identify new market opportunities, taking the lead in constructing successful business proposals that secure new and long-term client relationships.
- Develop the Euroboor brand name in UAE and other GCC.
- Support the growth of profitable sales of the Euroboor products in UAE.
- Accomplish sales turnover target set by the company.
- Develop and maintain relationships with new and existing customers through meetings, personal visits, e-mails, telephone.
- Provide onsite Demo for Euroboor products to customers, after getting training from company.
- Manage a network of distributors/dealers and industrial customers.
- Preparation and mailing of commercial offers, market analysis of competitors.
- Provide professional and effective services to meet customer expectations.

You report to the Branche Manager EBS.

Requirement:

- Must have knowledge and sale experience in Industrial products (like power tools, welding machines, metal cutting machines, metal drilling machines, cutting tools, machines tools, etc).
- Should have the ability of client retention, client servicing and reviving inactive or lost accounts. Planning, follow ups, reporting.
- Seek for the new customers (target plan).
- Computer main office programs (excel, word, power point, etc) confident user.
- Willing to travel if required (up to 50% time).

- Candidate should be available in UAE for interview.
- Must have UAE driving license.
- English (Preferred)

Working Conditions:

- A fun, interesting job in a fast-growing, international organization;
- A pleasant, informal working environment with nice colleagues;
- The space for initiative and personal development
- Company provides: Laptop, vehicle and mobile phone.
- Salary: AED 4,000- 5,000.00 (fixed part + bonus part from personal sales,) trial period
- Medical, Visa.
- Monday-Saturday working week. 8:30-17:30

Interested?

For information about this vacancy or the application procedure, please contact:

Dmitry Klochkov on telephone number +971(0)55 905 3858.

You can send a letter of application with topic vacancy Sales person at [info.uae at euroboor.com](mailto:info.uae@euroboor.com).

More information about our organization can be found at www.euroboor.com