



JOB OVERVIEW

MIDDLE EAST TERRITORY MANAGER

This position requires a qualified sales professional to manage the day to day sales activities in the Middle East region. The applicant should be or willing to be resident in Abu Dhabi, UAE and be willing to travel to other the other key countries in the region - Qatar, Bahrain, Kuwait, Saudi Arabia, Oman and Yemen.

The role will be primarily home based but with meeting and office facilities available in Abu Dhabi at our local agents facility. Experience in pumps or related capital equipment into the Oil and Gas/Petrochemical industry is preferred along with a sound engineering background and proven sales track record. A period of training at our UK Manufacturing plant will be organised upon appointment.

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.

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, Amarinth Ltd. Bentwaters Parks, Rendlesham, Woodbridge, Suffolk, IP12 2TW.

The closing date for this vacancy is 30th November 2008

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	Middle East Territory Manager
Salary	TBC -
Responsible to	Export Sales Manager
Hours of work	37.5 hours a week

Requirement categories	Essential requirements	Desirable requirement
Qualifications	HND Mechanical Engineering or equivalent	
Experience	External sales of capital equipment. Mechanical engineering. Proven sales track record. Sales presentations.	Supervision of sales agents. Capital Equipment Sales Worked in the middle east. Centrifugal pump experience. Business development.
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 Active participation in the petrochemical, oil & gas markets. API pump products & application.
Behaviours	Both team player and ability to work alone. Flexible. Confident & self motivated. Target oriented. Organised	
Circumstances	Able to make regular planned visits to Middle East Countries to promote Amarinth product	
Miscellaneous		

SCHEDULE OF REVISIONS

Date	Content change	Comment	Authorised by
01/05/2007			Oliver Brigginsaw