

Account Manager – Middle East & North Africa (MENA)

WOLONG ATB Sales & Marketing Center

WOLONG GROUP is one of the leading manufacturers of Power Drive System solutions and world's 3rd largest producer of electric motors. More than 18.000 people employed worldwide whereof 3.000 in Europe. The product portfolio covers motors and inverters, generators, power supply batteries and transformers and other related products, in a power range from a few Watt to 135 Megawatts. The European Sales Headquarter of Wolong International is located in Mönchengladbach, Germany.

We are looking for an Account Manager, based in **MENA region (e.g. UAE, Egypt, Saudi Arabia and etc).**

Job Summary: We are looking for an Account Manager, who will be the key point of contact to customers, mainly in the project market in MENA. WOLONG ATB produces electric motors and drive systems, mainly for customer-specific solutions in small and large series. You will be working with many different industrial segments e.g. Oil & Gas, FPSO, Marine etc.

Your Responsibilities

- Support our business partner Elsewedy and other key customers in MENA region;
- Maintain key account customers and develop new customers in the responsible regions;
- Responsible for tendering and contract negotiations;
- Create the pipeline in CRM to understand possible opportunities together with Regional Sales Director;
- Maintain customer contacts with the relevant decision-makers at the end-user, EPC;
- Explore market potential with business partner Elsewedy and identify new areas of application;
- Prepare market analysis, competitor analysis, marketing plans as well as budgets, and CRM reporting;
- Participation in fairs and customer events etc; delivering presentations and trainings for customers and our partners.

Your Qualifications

- Successful completion of the study of Electrical Engineering or Mechanical Engineering, or relevant subjects (preferably focus on Electrical Drive, Large Machines & Converters);
- 3+ years of experience in motor sales (project business) as well as other technical products, preferably in the area of electrical drive technology;
- Excellent communication skills in English both in verbal and written; additional language (Arabic) will be a bonus;
- Strong commitment, goal orientation and self-motivation;
- Able to work independently;
- Good problem-solving skills, enjoy teamwork;
- Understand different cultures in MENA regions;

What We Offer

- Competitive salary package with attractive incentive bonuses;
- A permanent employment contract;
- Work Location: MEA region with home office option;
- An international and highly motivated team;
- New challenges in an exciting, dynamic and competitive market with great growth opportunities.

Want to be part of Wolong family?

Then submit your application in English to :

WL-Recruitment.EUsales@atb.wolong.com

Please send us your CV and/or the Cover Letter with indication of your salary expectation and the earliest start date.

About Our Company And Culture

Wolong develops new technologies and innovations in the areas of electric motors and drives. We cover a wide range of applications from home appliance to heavy industry. We have strong focus on sustainability and circularity.

Visit our homepage for more details.

www.wolong-electric.com