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the world.  
Who else but MAN.

MAN Diesel & Turbo has a vacancy in **Dubai** in the **Sales** department for the earliest start date

## Business Development Manager (m/f) Power Plants

### Tasks

- Identify new prospects as well as development of opportunities by growing, maintaining, and leveraging business network
- Develop and maintain relationships with existing customers, local decision makers, financial bodies and investors
- Promotion and sale of MDT engine power plant products to current and potential clients
- Develop strategy for the Region in coordination with Head of Region and regional team
- Identify customer needs and provide input for development of new products & services
- Display or demonstration of products by using presentations with emphasis on saleable features, preparation of budgetary proposals
- Manage professional cooperation within the company's regional setup as well as with the support organizations in Central Europe
- Ensure customer inquiries / orders / complaints are promptly and satisfactorily handled
- Collect & communicate market intelligence / competitors activities
- Close cooperation with Head of Region, support the regional team during his absence
- Support of the marketing department and product development with market data
- Provide support in preparing market surveys, reports and updates to the organization

### Qualifications

- Mechanical Engineering degree or equivalent technical background, commercial degree and extended technical background
- Detailed understanding of the power generation business as well as experience in contracting with EPCs; knowledge of motors, generators, power plants as an advantage
- 5 to 10 years of Sales / business development experience with demonstrated success, preferably in power plant sector
- Excellent skills set referring to contract negotiation, design and legal assessment of terms and conditions, project management at the most senior level of customer
- Results driven, ability to develop and retain key business and customer relationship
- Strong networker, engaging, well introduced to the local market and within MDT
- Entrepreneurial mindset with excellent verbal and written communication skills Assertive, self-motivated with the ability to work independently as well as within a team
- Fluency in English, additional languages welcome

MAN Diesel & Turbo is the world's leading provider of large-bore diesel engines and turbomachinery for marine and stationary applications. It designs two-stroke and four-stroke engines, gas and steam turbines as well as compressors.

The product range is rounded off by turbochargers, propellers, gas engines and chemical reactors. Customers receive worldwide after-sales services marketed under the MAN PrimeServ brand.

The company employs around 15,000 staff at more than 100 international sites, primarily in Germany, Denmark, France, Switzerland, the Czech Republic, India and China.

MAN Diesel & Turbo is a company in the Power Engineering business area of MAN SE.

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We look forward to receiving your online application.

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