

Lincoln Electric is the world leader in the engineering, design, and manufacturing of advanced arc welding solutions, automated joining, assembly and cutting systems, plasma and oxy-fuel cutting equipment, and has a leading global position in brazing and soldering alloys. Lincoln is recognized as the Welding Expert™ for its leading materials science, software development, automation engineering, and application expertise, which advance customers' fabrication capabilities to help them build a better world. Headquartered in Cleveland, Ohio, Lincoln Electric is a \$4.2B publicly traded company (NASDAQ:LECO) with over 11,000 employees around the world, with operations in over 71 manufacturing locations in 21 countries.



You will join Lincoln Electric Middle East team based in Dubai, UAE which is comprised of passionate people. We offer continuous learning and education opportunities and put emphasis on continued improvement, growth, and career progression. We offer a competitive total compensation package.

ABOUT THE ROLE

As **Automation & Cutting Solutions Manager – Business Developer MEA** you will meet or exceed ME sales objectives, actively manage and ME sales in a defined region. Develop regional strategic initiatives for the Automation Business Unit focusing on PythonX Brand, Zeman and Lincoln Electric sub-brands. Focus on sustainable financial gain and customer satisfaction.

Other key responsibilities include:

- Actively participate & contribute to the process of achieving profitable sales to drive sales growth. Manage the assigned ME sales region.
- Develop strategies to leverage the value proposition to sell at a premium.
- Provide regular market assessments as it relates to our competition's value proposition, innovations and activities and identify new markets.
- Ability to assess WIN's & LOSS's analytically and provide thoughtful feedback towards product innovations and improvements, sales strategies, and methodologies.
- Travel as required with a minimum expectation of 50%, more when required.
- Participate in trade shows, quarterly sales meetings and regional Lincoln Electric sales meetings as required.
- Provide feedback on marketing initiatives that includes successes and insightful suggestions that help drive the PythonX, Zeman and Lincoln Electric sub-brands message.
- Conduct site demonstrations for potential clients at existing PythonX client facilities.
- Perform general duties as assigned and assist in other areas as workload requires.

WHAT WILL YOU BRING TO THE ROLE?

- Bachelor's degree or equivalent experience
- Experience with Salesforce and SAP
- Proficient with Microsoft 365
- Skilled in presentation composition and communication, both live and virtual
- Fluent Arabic verbal and written skills; Excellent English verbal and written.
- Robotics / Automation / Large Capital Equipment sales background specific to the Steel Industry (experience in a structural steel/fabrication or heavy manufacturing environment)
- With travel involvement around GCC countries. Team player able to travel internationally as necessary "to get the job done".

Interested? Send your CV and application to:
agregorio@lincolnelectric.eu

TOP TIER BENEFITS DESIGNED FOR YOU



Health and wellbeing rewards tailored to support you and your family.



Short and long-term disability benefits, life insurance.



Multiple options of extra rewards



Competitive paid time off package.

Lincoln Electric is an Equal Opportunity Employer. We are committed to promoting equal employment opportunity for applicants, without regard to their race, color, national origin, religion, sex (including pregnancy, childbirth, or related medical conditions, including, but not limited to, lactation), sexual orientation, gender identity, age, veteran status, disability, genetic information, and any other category protected by federal, state, or local law.