

MOVING YOUR FUTURE

Moving you, moving the world!

NSK is one of the world's leading manufacturers of rolling bearings, automotive products, precision machinery parts, and mechatronics products. NSK sales worldwide exceed € 4,9 billion. NSK employs more than 24,000 people worldwide, with more than 2,900 employees based in Europe.

Within our **European Industrial Business Unit**, we are looking for an experienced

SALES ENGINEER FOR THE MIDDLE EAST REGION (ALL GENDERS)

to proactively expand NSK Europe's customer base within the industrial sector by identifying, acquiring, and nurturing new customers.

Your tasks:

New Customer Acquisition & Market Expansion

- › Actively identify and pursue new industrial customers across target markets, with a focus on high-growth segments and underpenetrated industrial sectors
- › Build and maintain a robust pipeline of qualified leads through market intelligence and direct outreach

Customer Development & Growth Planning

- › Develop and execute tailored customer development strategies for existing accounts, identifying cross-selling and up-selling opportunities
- › Collaborate with distributors and internal teams to align product offerings with customer needs and long-term business goals

Market & Competitive Intelligence

- › Conduct in-depth market analyses to assess market potential, customer trends, and competitive positioning
- › Provide actionable insights to support strategic decision-making and product positioning

Product & Technical Support

- › Deliver targeted product training to customers and internal sales teams
- › Act as a key liaison between customers and NSK's technical departments to ensure accurate requirement definition and solution alignment

Cross-Functional Collaboration

- › Work closely with technical, engineering, supply chain, and marketing teams to ensure customer requirements are fully understood, documented, and met

Your profile:

- › Technical or business-related university degree, or equivalent vocational training
- › Relevant experience in technical sales; knowledge of technical trade, rolling bearings, and/or linear motion technology is desirable
- › Located currently in the UAE or Middle East region
- › Strong customer orientation, entrepreneurial mindset, and a confident, persuasive personality
- › Excellent negotiation and presentation skills
- › Ability to travel frequently and work with a call plan structure
- › Experience working in a multicultural environment
- › Good proficiency in English and in using standard Office 365 applications

Our offer:

- › Diverse and inclusive multinational work environment
- › Competitive compensation and benefits package
- › Structured career pathing and professional development

At NSK, a pleasant and multicultural working atmosphere awaits you. We put an emphasis on providing a good and fundamental introduction to our company.

Interested?

Please send your application documents including your expected salary and period of notice to:

info-me@NSK.com