



Branch manager "Middle East" (f/m/d)

The MSR Group brings together innovative companies from the electronics industry. Whether solutions in the field of gas warning systems or intelligent parking guidance systems – our products are used in numerous commercial and industrial applications, such as car parks, production facilities, pharmaceutical sites and many other areas. To ensure our continued growth in the region, we are looking for motivated employees who will actively support us in expanding our sales network. www.msr-group.eu

Explanation of the position of branch manager

At MSR-Group GmbH, the role of branch manager is roughly equivalent to that of an area manager, regional sales manager or senior sales manager. The branch manager has overall responsibility for regional business and its sustainable growth.

The job holder is largely responsible for business development – both with the existing customer base and with new, potential customers. After one to two years, there is the possibility of taking on the role of CEO of the newly founded regional subsidiary.

Reporting to	CEO of MSR-Group GmbH
Area	Middle East (UAE, Saudi Arabia, Qatar etc.)
Location	Home office within the region
Product	Gas detection systems and parking guidance systems www.msr-electronic.de/en www.msr-traffic.de/en
Objectives	Responsibility for increasing sales of the company's products in the region and establishing a new branch office

Your responsibilities

- Comprehensive training in the MSR Group's product range
- Identifying and tapping into market potential in line with the company's strategy
- Actively develop business to achieve annual sales targets
- Support and further development of existing partners and customers in the region
- Acquiring new customers for sustainable business expansion
- Establishing and maintaining long-term customer relationships through personal contact
- Preparing annual budgets and multi-year sales and growth plans for the sales territory
- Representing the company and its product range at relevant trade fairs and events
- Working closely with the global sales team and coordinating projects with international colleagues
- Establishing the new branch office and recruiting and developing new employees

Your profile

- High level of self-motivation and a dynamic, entrepreneurial approach to work
- Ability to strengthen the market presence of MSR-Electronic and MSR-Traffic in the region in the long term
- University degree an advantage
- 3–5 years of professional experience in B2B sales
- Knowledge of sensor technology, safety or traffic engineering
- Very good communication skills in English

What we offer

- Responsible position in a company with attractive future markets
- Sales of innovative safety solutions and modern traffic management systems
- Permanent employment contract and attractive benefits such as a company car (or equivalent allowance), laptop and smartphone
- A high degree of personal responsibility and creative freedom in developing the business in your region
- Support from a dedicated and competent team in development, quality assurance and sales
- Regular company events, continuous training opportunities and an excellent working atmosphere

Please send your CV in English directly to Mr Colin Anderson

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