



Bentec is one of the leading manufacturers of drilling rigs and oilfield equipment worldwide. As an independent subsidiary of the Abbot Group Ltd. we are based in Bad Bentheim, Germany and run branch offices in Russia, Central-Asia, the Caspian Region and the Middle East. We are continuously growing our business in different regions and areas and therefore are looking to expand our marketing and sales team with the following position:

### **Area Sales Manager - Drilling Systems**

for the region

**Middle East**

#### **Your Role:**

As an area manager you are responsible for managing our account relationships and sales opportunities in this important regional area. You will drive business development in your region, acquire new customers and projects and deliver significant contribution to the growth of our company. Furthermore you will identify potential business partners in the respective countries, select and build successful relationships with future agents and representatives. In this important position you will report to the global sales and marketing director.

#### **Your Skills:**

We expect a solid track record in international sales with strong technical background and an up to date understanding of the oil and drilling industry as well as a good knowledge of the respective regional markets. Ideally you already have established contacts in the industry and in the region. You are target driven with professional negotiation and client relationship skills. Extensive travelling within your region will be mandatory.

#### **Our Commitment:**

You will be able to join and work with a highly motivated team in a successful growing company. We offer you the great challenge to build and develop a strong market presence with the full support of all resources within our leading technology company. Our compensation and benefit package is competitive and high performance will be rewarded accordingly.

More information about Bentec you will find on our website [www.bentec.de](http://www.bentec.de). To apply for this position, please send your full application including your earliest start date and your salary expectation to Dr. Christian Hajnczyk [christian.hajnczyk@bentec.de](mailto:christian.hajnczyk@bentec.de).