

Technical Sales Manager International (m/f/d) – Middle East & India

Territory: Middle East & India

Company: alkus AG – Innovative Composite Systems for the Construction Industry

alkus AG, headquartered in Liechtenstein, stands for innovative composite systems and forward-looking solutions for the construction industry. As a modern, agile company with short decision-making paths and a high degree of autonomy, we operate successfully on an international level.

To further expand our activities in the Middle East and India, we are looking for a committed sales professional with strong technical expertise, a hands-on mindset, and an entrepreneurial approach.

Based in the United Arab Emirates, this person will inspire and support our B2B clients and construction companies on site through expertise, presence, and a convincing personality.

Your Mission

- Market development & customer management: Build and maintain sustainable business relationships across the Middle East and India
- Present & advise: Conduct technical product presentations and hands-on demonstrations at customer sites, partner locations, and directly on construction sites
- Develop solutions: Provide technical support and develop customized solutions for international projects
- Partner collaboration: Work closely with local sales partners, distributors, and key decision-makers
- Achieve targets: Take responsibility for revenue, project development, and the successful execution of sales targets within the region

Your Profile

- Proven experience in B2B sales and working with construction companies, ideally within the construction, concrete, or formwork industry
- Experience in adjacent fields such as the wood industry (e.g., timber construction, wood-based materials) is an advantage but not mandatory
- Strong technical understanding combined with a clear hands-on mentality
- Enjoyment of direct customer interaction with confident presentation and communication skills
- Intercultural competence and confidence in an international business environment
- Very good English skills; additional languages such as Arabic or Hindi are a plus
- High international travel willingness within the regions
- Confident use of MS Office, CRM systems, and digital tools
- Strong sales drive, closing strength, and high self-motivation

We Offer

- An international role with significant room for initiative and responsibility
- A position within an innovative, growing company
- Short decision-making processes and direct communication
- An attractive compensation package: fixed salary plus performance-based bonus, depending on qualifications and experience

Ready to make an international impact?

Join alkus AG and actively drive our expansion in the Middle East and India!

Application:

Please send your application documents to Mr. Michael D'Ettore (bewerbung@alkus.com)