

Khansaheb Sykes LLC

Pump Technical Sales / Hire Engineers (Dewatering Division)

Location: UAE

About the Company:

With over 30 years' experience in the UAE, Khansaheb Sykes is the number one specialist for Dewatering and the hire and sale of Pumping Solutions. With massive experience of groundwater control, as well as general pumping, our specialist knowledge sets us apart from the competition, and has led to our involvement in major infrastructure projects, such as the Shindegah Tunnel Crossing, Jebel Ali Port and Dubai Dry Docks.

A subsidiary of Andrews Sykes Group, the UK's largest specialist hire company, our business is founded on the expertise and know-how of Sykes Pumps, which celebrated its 150th anniversary in 2007.

With operational bases in Abu Dhabi, Dubai and Sharjah, we have plans for further growth across the Middle East, and would like to hear from suitably qualified and experienced people looking to join a progressive and professional operation and be part of our continuing success.

Job Description:

- Design of Dewatering Systems for Ground Water Control
- Pump selection for Dewatering applications
- Job Costing and Estimation
- Drafting Method Statements and design calculations
- Following up enquiries and job awards and preparing proposals
- Pricing and negotiation of short and long term rentals
- Sales coordination
- Providing specialist advice on products and services
- Coordination of equipment, inspection and deliveries
- Key accountability for executing jobs to completion
- Payment collection and credit control
- Sales promotion activities, product awareness seminars and liaison with government agencies
- Developing new customers and business.

Requirements:

- Must be fluent in both written and spoken English; some knowledge of Arabic would be an advantage but is not essential.
- Experienced in Dewatering Systems and Pump applications
- Minimum of 2 years' resident work experience in the Middle East
- Proven track record of successful technical sales
- Knowledge of local markets, business culture and environment
- Driving licence essential
- A relevant professional qualification is desirable but not essential

To apply: Please send your CV/resume and a covering letter to ksykes@khansahebsykes.com