

Specification Sales Specialist (f/m/x) United Arab Emirates

Hauff-Technik® is one of the leading European manufacturers of absolutely tight cable and pipe penetrations. With our in-depth knowledge of the respective market requirements, we always think in terms of practicable solutions that benefit our target groups and are tailored to their needs. To enable us to pass on the decades of experience of our Hauff-Technik Group, we constantly need new specialists who think in terms of solutions and always keep an eye on efficiency. Become an efficient solution builder and apply now.

Your tasks:

- Develop and maintain strong relationships with government authorities, consultants, architects, planners, and key clients to secure product specifications and vendor approvals
- Identify and target projects from early design stages to ensure Hauff-Technik solutions are specified and approved by consultants, design offices, architects and planners
- Provide technical support, guidance and product recommendations to consultants, design offices, and planners throughout all project phases
- Conduct technical presentations, seminars, and CPD sessions to promote product awareness and technical competence
- Review project drawings, specifications, and tender documents to recommend appropriate Hauff-Technik solutions
- Build strong relationships with key decision-makers to increase brand awareness and preference
- Analyze market and competitor information regarding products, specifications, and strategies
- Support the Sales Director and Country Managers during trade fairs, events, and customer meetings
- Collaborate closely with the sales and business Development teams to ensure a smooth transition from specification to order
- Maintain a project and customer database, including specification and vendor approval status
- Prepare regular reports and market updates for management
- Monitor ongoing projects and provide regular updates on specification status and market activities

Your skills:

- Candidates must possess a Bachelor's Degree; a background in Engineering is highly preferred
- At least 3-4 years of experience as a specification engineer or consultant liaison roles within the construction or MEP sector
- Good understanding of material submittals and consultant approval processes in the Middle East
- Strong presentation, communication, and interpersonal skills
- Strong English communication and presentation skills are required; proficiency in Arabic is highly preferred and will be considered an advantage
- Willingness to travel occasionally within the Middle East
- A Valid UAE Driving License

We offer:

- Competitive compensation package with performance-based incentives
- Opportunities for career growth and professional development
- A dynamic and collaborative work environment focused on innovation and customer success

If you are interested in this exciting and varied task, please send your short application (cover letter and updated CV) to bewerbung@hauff-technik.de to the attention of Ms. Nathalie Plaschky. If you have any questions, please contact us.