Xellr

Job Title: Sales Manager / Sales Engineer – Metrology & Dimensional Measurement

Location: UAE (with regional travel across GCC)

Job Type: Full-Time

About the Role

We are seeking a dynamic and technically skilled Sales Manager / Sales Engineer to drive business growth in the metrology and dimensional measurement market. The ideal candidate will have deep knowledge of CMMs, laser trackers, portable arms, and associated software, with a proven track record of consultative, solution-based sales.

This is an excellent opportunity for a motivated individual to lead sales activities, engage with industrial customers across sectors, and contribute to a growing business in the industrial automation and measurement domain.

Key Responsibilities

- Develop and execute strategic sales plans to promote and sell metrology and dimensional measurement solutions (CMMs, Laser Trackers, Portable Arms).
- Identify new business opportunities across industrial automation, manufacturing, aerospace, automotive, and energy sectors.
- Conduct technical product demonstrations, site visits, and solution presentations tailored to client requirements.
- Manage the full sales cycle from lead generation and qualification to proposal development, negotiation, and closure.
- Collaborate with application engineers and technical teams to provide end-to-end client support.
- Maintain strong relationships with OEM partners, resellers, and end users.
- Provide market intelligence on trends, competitors, and customer feedback to help shape commercial strategy.
- Represent the company at industry events, trade shows, and technical seminars across the UAE and GCC.

Qualifications and Experience

- Bachelor's degree in electrical, Electronics, Mechatronics, or a related engineering discipline.
- 3–5 years of proven sales experience in industrial automation or metrology, with a focus on dimensional measurement equipment.
- Strong knowledge of both hardware and software applications for CMMs, laser measurement systems, and portable arms.
- Demonstrated success in solution-based selling and consultative approaches to complex technical sales.
- Excellent communication, negotiation, and presentation skills.
- Familiarity with UAE and GCC industrial markets is highly desirable.
- Valid UAE driving license and a willingness to travel within the region for client engagements.

What We Offer

- Competitive base salary + sales incentives
- Company car or car allowance
- Regional travel exposure across the GCC
- Opportunity to work with leading global metrology brands
- Professional development in a high-growth segment