

## JOB DESCRIPTION

<b>Title</b>	Key Accounts Manager - KSA
<b>Department(s)</b>	Sales
<b>Department Head</b>	Business Development Director

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### Job Summary:

We are seeking a friendly, responsible candidate for driving sales and business development across Saudi Arabia, targeting the construction industry, especially in building materials or plumbing. Works with architects, contractors, and distributors to grow market presence and achieve targets. Must have engineering background, minimum 5 years' local experience, and willingness to travel.

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### Key Responsibilities:

- Develop and execute sales strategies to achieve revenue targets across Saudi Arabia.
- Build and maintain strong relationships with specifiers, architects, contractors, and distributors.
- Identify and pursue new business opportunities and project specifications.
- Monitor market trends and competitor activities to inform strategic decisions.
- Collaborate with internal teams to ensure smooth project execution and customer satisfaction.
- Provide regular sales reports and updates to the Business Development Director & Managing Director.
- Represent the company at industry events, trade shows, and client meetings.
- Ensure compliance with company policies and regional regulations.

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### Requirements and Skills:

- Degree of Civil, Mechanical & Electrical Engineering.
- Local experience in the above-mentioned areas is a requirement.
- Minimum of 5 years' experience in Construction Industry, preferable Building Materials or Plumbing.
- Good command of English & Arabic.
- Willingness to travel and work in a global team of professionals.
- Responsible for the development and performance of all sales activities in assigned market.

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*Personnel*

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