# Job Specification

## Regional Sales Manager – CBM Services

Location:Riyadh, Kingdom of Saudi Arabia
Company:IPEC Advanced for Maintenance LLC

## About IPEC

IPEC is a globally recognized leader in advanced diagnostic testing and condition-based monitoring solutions for high-voltage and medium-voltage electrical assets. With a legacy of over 30 years, IPEC has successfully monitored more than 40,000 assets worldwide. We deliver integrated CBM solutions combining diagnostic services, field testing, equipment, and data analytics for clients in utilities, oil & gas, industrial plants, and data centers across the globe.

## Role Overview

We are seeking an experienced and driven Regional Sales Manager to lead the growth of our CBM Services Division in the Middle East. This full-time role is based in Riyadh, Saudi Arabia and will focus exclusively on the business development, sales, and strategic expansion of IPEC’s diagnostic and predictive maintenance services for electrical infrastructure.

## Key Responsibilities

- Develop and execute sales strategies for CBM services across the Middle East
- Promote diagnostic services for Rotating Machines, Transformers, Switchgear, Cables, and CTs/VTs
- Lead vendor registration with major utilities (Aramco, SABIC, Ma’aden, SWCC, SEC, Marafiq)
- Manage key accounts, drive business development, and prepare tenders and proposals
- Represent IPEC at industry events and coordinate with technical teams to support solution delivery
- Report monthly on pipeline development, revenue generation, and market feedback

## Required Skills & Experience

- Minimum 5 years of technical sales experience in CBM, electrical testing, or power systems
- Proven sales record in KSA/GCC utility and industrial sectors
- Familiar with PD, VLF, DGA, SFRA, Thermography, and other diagnostic testing services
- Experience with vendor portals such as Ariba.
- Fluent in English (Arabic preferred); excellent communication and negotiation skills
- Willing to travel across KSA and the wider Middle East region

## What We Offer

- Senior-level opportunity within a growing and established company
- Company car and mobile allowance
- Health insurance
- Iqama sponsorship and annual flight tickets
- Allowance and travel reimbursement for business trips
- Continuous learning, training, and growth opportunities

## How to Apply

Please send your CV and a short cover letter to: careers@ipec.co.uk
Include “Regional Sales Manager – CBM Services” in the subject line.