

# Sales Director – software/aftermarket

## **POSITION**

It is SCI's strategy to grow its business among OEM's, utilities and larger assets owners. For strengthening our implementation of this strategy, we are looking for a strong hands-on Sales Director (SD) for the software and aftermarket sales who successfully can penetrate the SCADA market among large assets owners in Europe.

SCI's SCADA solutions cover the full value chain of SCADA: HW solutions, SW solution, Installation & Commissioning, Consulting and Value Adding Services. All these business areas can be relevant for larger asset owners, but it is expected that SW solutions, Consulting, Value Adding services and some HW solution would have the highest potential.

## **MAIN RESPONSIBILITIES**

Our new SD will drive, maintain and develop the sale of SCADA products and solutions with new and existing customers in the region. This position will demand a strong hunter profile due to the growth potential.

We expect that our coming colleague will have the ability and experience to communicate and sell on senior manager level within the renewable industry. To succeed in this position, the SD needs to combine a relevant background within renewables with a strong track record and personal drive for promoting and selling SCADA solutions to larger asset owners within the industry.

Furthermore, the SD must have the ability, experience and ambitions to take the lead, in close cooperation with sales colleagues and the Chief Sales Officer, for the continued growth of SCADA International in the European region. This implies analyzing market and customer potential and work out go-to market strategies and implementation plans.

The SD will be responsible for creating sales results in the region, but should also be motivated by being part of an international sales team where knowledge sharing and teamwork across Key Accounts and product groups is an essential part of the job.

The SD will be part of the HQ organization placed in Denmark and will have office address in Silkeborg.

## **CANDIDATE BACKGROUND**

We expect that our coming colleague will have personal power and a winning attitude combined with the ability to listen and understand customer requirements. Based on this understanding the SD will make the connection to internal stakeholders and create win-win situations.

Communication and negotiation skills at high level are important as well as an authentic and trust worthy behavior.

We expect that the SD:

- has obtained sales results on Key Account level,
- has experience with frame level agreements on strategic level,
- understands operation of wind power plants,
- has experience in sales to the renewable industry (preferred)
- will be ready to take on the responsibility for growing sales in the region,
- has the ability to travel in the region.

## WHAT WE OFFER

You will be offered a high degree of freedom and will be given the opportunity to play a vital role in development of SCADA International. Besides a competitive benefit package, we offer an entrepreneurial and friendly environment. You will of course be enrolled into our onboarding program and receive a thorough introduction to all products and functions.

## HOW TO APPLY?

To apply, please send your CV and application to [job@scada-international.com](mailto:job@scada-international.com) and label it "Sales Director". If you have any questions before you apply, please do not hesitate to contact our Chief Sales Officer, Mads Kolby: +45 20 45 92 89 / +45 25 17 70 00 or HR Director, Pernille Jørgensen: +45 21 35 14 35.

## WE LOOK FORWARD TO HEARING FROM YOU!

