

# Sales Director, MED

## ABOUT SCADA INTERNATIONAL

SCADA is an international and successful Danish company with subsidiaries in Germany, Poland, Spain, USA, UK and Ukraine. We are a dynamic company with a vast amount of experience within SCADA: HW solutions, SW solution, Installation & Commissioning, Consulting and Value Adding Services.

We are 80 dedicated and motivated employees, and we are looking for a skilled colleague for our sales department who will help us ensure that we continue to provide world class service for our global customers.

Our vision is to be the most trusted global partner within SCADA technical support and solutions for the renewable energy industry.

For more information about SCADA International, please visit: [www.scada-international.com](http://www.scada-international.com)

## POSITION

It is SCADA International's (SCI) strategy to grow its business among OEM's, utilities and larger asset owners and for strengthening implementation of our strategy, we are looking for a strong hands-on Sales Director, who successfully can penetrate the SCADA market among large asset owners in the EMEA region. SCI's SCADA solutions cover the full value chain of SCADA: HW solutions, SW solution, Installation & Commissioning, Consulting and Value Adding Services. The Sales Director will drive, maintain and develop sale of SCADA products and solutions with new as well as existing customers in the region.

You will be responsible for analyzing market and customer potential and develop go-to market strategies and implementation plans in co-operation with sales colleagues and the Chief Sales Officer, who is placed in Denmark. You will be responsible for own forecasting and budget, pipeline management and business cases to support the agreed go-to market strategies.

You will be part of the HQ organization placed in Denmark. You will be located in Spain. Final location in Spain to be agreed upon.

## MAIN RESPONSIBILITIES

- Build pipeline and sell to large asset owners.
- Hunt new business among large asset owners.
- Build new business with existing customers.
- Cooperate closely with Engineering & Design as well as Research & Development teams.
- Increase brand and product awareness of SCI at trade fairs and other relevant events.
- Build new customer base.

## CANDIDATE BACKGROUND

You will have minimum 5 years' experience from relevant parts of the renewable industry and a commercial and/or technical background. A strong sales track record at Key Account level understanding

operation of wind power plants is also necessary, preferably combined with a strong commercial network among large asset owners within the industry.

This position will demand

1. A winning attitude and strong drive to create results within the renewable industry.
2. High-level communication and negotiation skills in Spanish as well as English and the ability to listen to and understand customer requirements.
3. Proven sales results at organization top level and international key account management.
4. A good understanding of the renewable energy industry and related technical areas.

As a person, you take the holistic and overall approach to your sales. You are 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 position requires a great deal of self-motivation and high work ethics. Communication and negotiation skills at a high level are essential to this position.

You are fluent in Spanish and English. A third language such as French or Italian will be evaluated positively. Willingness to travel in the region is required and expected with this position.

## 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 functions.

## HOW TO APPLY?

If you have questions before you apply, please do not hesitate to contact our recruiting partner Søren Krogstrup, Compass Group, +45 2844 3333 or our HR Director Pernille Jørgensen, +45 2135 1435. To apply send your CV and application by using this link:

<https://www.sympahr.net/public/pq.aspx?96b1cf36en-US>

## WE LOOK FORWARD TO HEARING FROM YOU!



SOFTWARE  
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HARDWARE  
SOLUTIONS



CONSULTING



INSTALLATION  
AND COMMISSIONING



VALUE ADDING  
SERVICES

