

# Sales Director EMEA

*Would you like to be part of a growing, entrepreneurial business within Renewables?*

## WHAT WE ARE LOOKING FOR

We are looking for a strong hands-on Sales Director for our office in Silkeborg, who will join our mission to ensure that we continue to provide superior value and innovative solutions to meet our customers' needs and expectations throughout. Our new Sales Director will drive, maintain, and develop the sale of SCADA products and solutions with new and existing customers in the target group.

You will support our business strategy by:

- Having achieved outstanding results within sales.
- Being pro-active and self-driven, and motivated by direct contact with customers.
- Having a strong commercial network in the renewable industry and other relevant industries.
- Having solid knowledge of the business, markets, stakeholders and trends.
- Possessing strong communication skills and fluency in English, and preferable a second language as well.

Your main responsibilities as our Sales Director will be to:

- Build a pipeline and sell to larger asset owners.
- Collaborate closely with our Engineering & Design department.
- Work with and adhere to the global SCADA International sales and delivery processes.
- Hunt new business among larger asset owners.
- Increase Brand and Product awareness of SCADA International at trade fairs and other relevant events.
- Maintain and develop the sale of SCADA products and solutions with new and existing customers in the target group.

## YOUR BACKGROUND

You have a strong sales track record at Key Account level and a minimum of 5 years of sales experience from the renewable industry, and you are motivated by international sales where knowledge sharing and teamwork are essential.

You are well-founded in understanding technical issues and able to convert them into value propositions. This gives you a significant advantage within technical sales and a strong position when closing the deal.

At a personal level, you enjoy working in an informal culture where social ability to connect with colleagues and clients is essential, and where proactivity and self-motivation are important ingredients for success. You take pride in the quality of your work and deliveries, and you are used to working within tight deadlines.

## WHAT WE OFFER

As our new Sales Director, you will be given a lot of responsibility and opportunities for growth. This job offers a variety of different tasks and is great for someone who thrives in a dynamic organization, where adaptability and collaboration are key.

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

## ABOUT SCADA INTERNATIONAL

SCADA is an international and successful Danish company with subsidiaries in Germany, Poland, Spain, US, Ukraine, and Russia. We are a dynamic company with a vast amount of experience within SCADA systems, SCADA application solutions, Park Network Solutions, and Energy Power Control.

SCADA International is passionate about making a difference and strives towards continued growth for both our customers and employees. Our vision is to be the most trusted global partner within SCADA technical support and solutions for the renewable energy industry.

Want to know more? Please visit [www.scada-international.com](http://www.scada-international.com).

## HOW TO APPLY?

If you have questions for us, you are welcome to contact our Director of HR & Administration, Jan Konstantin Rosenby, at +45 2014 6468.

We are looking for someone to start as soon as possible, and we go through applications on an ongoing basis, so don't hesitate to get in touch.

To apply, please send your CV and application via our [website](#).

## WE LOOK FORWARD TO HEARING FROM YOU!



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SOLUTIONS



HARDWARE  
SOLUTIONS



CONSULTING



INSTALLATION  
AND COMMISSIONING



VALUE ADDING  
SERVICES

