

# After Sales Manager – aftermarket (Global)

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

## WHAT WE ARE LOOKING FOR

We are looking for an experienced and ambitious colleague 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 colleague will be a strong hands-on Sales Manager for aftermarket sales, who successfully can penetrate the SCADA target group globally. The Sales Manager 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 a strong commercial network in the renewable industry.
- Being in close, constructive dialogue with customers.
- Having 3-5 years sales experience from a relevant industry.
- Being willing to extensive travel activity globally.
- Analyzing the market and customer potential.
- Possessing strong communication skills and fluency in English, and preferable a second language as well.

Your main responsibilities as our Sales Manager will be to:

- Build-up a pipeline and sell to target groups.
- Collaborate closely with our Engineering & Design and R&D departments.
- Penetrate relevant parts of existing customers where current traction is insufficient.
- Increase Brand and Product awareness of SCADA International at trade fairs and other relevant events.
- Take on the responsibility for growing aftermarket sales globally.
- Grow new business within the target group.

## YOUR BACKGROUND

Your personal power and winning attitude combined with the ability to listen, analyze, and understand customer requirements, has resulted in a strong sales track record at Key Account level. You have a thorough understanding of the operation of wind power plants, and you are able to create win-win situations knowing the customer's needs.

Due to your experience and knowledge within the renewable industry, you understand technical issues, and that gives you a very strong position within technical sales. You have achieved solid results within sales and are motivated by being in close, constructive dialogue with customers. Your excellent communication- and negotiation skills are crucial for getting the contract signed.

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 Manager, 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!



SOFTWARE  
SOLUTIONS



HARDWARE  
SOLUTIONS



CONSULTING



INSTALLATION  
AND COMMISSIONING



VALUE ADDING  
SERVICES

