

Sales Director MED

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, who successfully can penetrate the SCADA market among large asset owners in the Mediterranean region, by demonstrating a winning attitude and strong drive to create results within the renewable industry.

The ideal candidate has proven sales results at organizational top level and international key account management, and is prepared to take on a key role in driving, maintaining, and developing the sale of SCADA products and solutions with new and existing customers. As our new Sales Director, you will be responsible for analyzing market and customer potential, and develop go-to market strategies and implementation plans.

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 Spanish, and preferably an additional third language, such as French or Italian.

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 and our Research & Development teams.
- Hunt new business among larger asset owners.
- Build new business with existing customers.
- Increase brand and product awareness of SCADA International at trade fairs and other relevant events.

You will be co-operating with Sales colleagues from our various offices and our Chief Sales Officer, located in Denmark. Organizationally, you will be part of our HQ organization, and your work location will be in Spain; final location is yet to be agreed upon. It is expected that you are willing to travel in the region as part of this position.

YOUR BACKGROUND

You have a strong sales track record at Key Account level and 5+ years of sales experience from the renewables industry. We expect you are well-founded in understanding operation of wind power plants and technical issues, and you are able to convert them into value propositions. This gives you a significant advantage within technical sales and a strong position when closing the deal.

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 are an essential part of the job. The position requires a great deal of self-motivation, proactivity, and high work ethics. Communication and negotiation skills at a high level are important ingredients for success in this role.

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.

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.

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

WE LOOK FORWARD TO HEARING FROM YOU!

