

Sales Manager – Digital Services

Would you like to be part of a growing, entrepreneurial business within renewables? Do you see yourself as commercial and capable of understanding the complexity of today's energy infrastructure? And would you like to work with the best-in-class within electrical engineering for the renewable industry? Then you might be our new colleague.

Your role

As Sales Manager for Digital Services, you will play a vital role in driving growth for the Digital Services business unit by expanding our footprint in especially power engineering services. This includes leveraging Digital Services' expertise in grid modelling, simulations, high voltage design and project execution services to build strong client relationships, unlock new business opportunities, and position the company as a leader in power engineering-related digital solutions.

You will work closely with technical experts and cross-functional teams to connect our innovative capabilities with the needs of customers in the energy and OT/IT sectors.

Key Responsibilities

- **Expand Customer Portfolio:**
 - Proactively identify and secure opportunities for power engineering services.
 - Focus on adding new customers ("logos") to diversify and grow the client base.
 - Collaborate with technical teams to translate customer needs into tailored solutions.
- **Strategic Market Engagement:**
 - Lead discussions with customers to position Digital Services as a trusted partner for power engineering including grid modelling, simulation, high voltage designs and project management.
 - Monitor and analyse market trends in power engineering offerings to uncover emerging business opportunities.
- **Sales Leadership:**
 - Develop proposals and negotiate contracts, ensuring alignment with customer expectations and company goals.
 - Manage and update the sales pipeline to reflect progress and opportunities accurately.
 - Leverage insights from other business units to pursue cross-selling opportunities.
- **Customer Focus:**
 - Act as the primary point of contact for customers.
 - Build and maintain long-term, trust-based relationships.

What Success Looks Like

- Achieving growth targets by increasing the order intake and number of logos for especially grid offerings.
- Expanding the sales pipeline with high-quality, power engineering-related opportunities.
- Successfully onboarding new clients and broadening the customer platform.
- Establishing a reputation for professionalism, agility, and excellence in power engineering services delivery.

Qualifications & Competencies

- **Education:** Master's degree in Business, IT, Engineering, or related fields.
- **Experience:** Proven track record in sales, with a focus on consultancy services in energy-related industries. Strong experience in power engineering solutions is highly desirable.

- **Skills:** Strong negotiation and communication skills. Technical understanding of power engineering disciplines. Proficiency in CRM tools, MS Office, and SharePoint.

What We Value

- **Strategic Mindset:** A deep understanding of the grid market and its challenges.
- **Consultative Selling Skills:** Ability to align Digital Services' offerings with the unique needs of each customer.
- **Proactivity:** A driven individual who identifies and seizes opportunities independently.
- **Collaboration:** A team player who works seamlessly across departments and with technical experts.

Compensation & Benefits

- Salary range: DKK 55,000–65,000/month, with additional benefits and bonus
- Travel: Approximately 20 days annually.

This is a unique opportunity to lead sales efforts in one of the most critical areas of digital transformation within the energy industry. If you are passionate about driving innovation in grid solutions and building strong client partnerships, we invite you to join us.

Your background

Master's Degree:

- Business Administration (MBA) with a focus on technology management.
- Engineering (e.g., Electrical, Energy, or Software Engineering).
- IT or Computer Science with specialization in energy systems or OT/IT.
- Renewable Energy or Energy Systems Management.

Alternative Education Paths:

- Bachelor's degrees combined with strong industry experience.
- Certifications in relevant areas like **SCADA**, **grid solutions**, or **sales and marketing** in technical sectors.

Apply

Does this sound like your next challenge?

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

If you have any questions for us, you are more than welcome to contact our Director HR & Administration, Jan Konstantin Rosenby, at +45 2014 6468. We review candidates on an ongoing basis, so please don't hesitate to get in touch.

We are SCADA International

We are an energy powerhouse committed to supporting our customers across their entire value chain. From planning and designing to implementing and managing their portfolios of assets, we empower our clients to achieve their vision of a sustainable future.

When joining SCADA International, you join a dynamic company with vast experience in power regulation and control, data monitoring, grid modeling, and consulting within renewable energy. Our team includes employees in business units located in Denmark, Germany, Poland, Romania, Spain, Portugal, the US, and Ukraine, reflecting our multicultural organization and diverse expertise. We are committed to ensuring the well-being and safety of our employees, as they are the backbone of our operations. Working with us, you will become part of a friendly environment with +240 innovative and bright colleagues.