

Sales Director Iberia

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

We are looking for an outgoing and driven Sales Director, with substantial experience from the wind industry, who can help us build and grow our business within the Spanish and Portuguese markets for renewables.

At SCADA International, we are specialists within renewable energy. We design and build intelligent software and hardware solutions that capture live production data from various sources and turn them into decision-supporting information, enabling our customers to optimize production.

An important part of our strategy going forward, is to build a strong network of customers among the larger asset owners and IPPs in Iberia. To be part of this journey, we are looking for a strong Sales Director, who has the personal drive and motivation to take on a key role in strengthening our presence in the Iberian region and raise our sales with new customers.

Your job would be focused on driving and developing the sale of SCADA International's product and service solutions, collaborating with the teams across SCADA International's borders and departments to ensure we continue to provide superior value and innovative solutions.

Your main responsibilities as our Sales Director in Iberia will be to:

- Report to the Sales Director MED.
- Hunt new business among larger asset owners and IPPs.
- Manage own customers to achieve sales objectives.
- Collaborate closely with our Engineering & Design department.
- Increase awareness of our brand and products at trade fairs and other relevant events.
- Build a strong network of customers in the Iberian region.

To succeed in this job, you share our growth-mindset and are motivated by working in a dynamic company, where conditions often change and decisions are made quickly. You like to challenge yourself, work well with tight deadlines, enjoy competing as a team to reach our shared goals, and you take pride in the quality of your work and deliveries.

Travelling will be an important part of the work, and it is important to us that you are both willing to, and motivated by having extensive travel activity in your job.

WHAT WE OFFER

As our new Sales Director in the Iberian region, you will be given a lot of opportunities for growth. This job offers a lot of responsibility 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.

WHAT WE ARE LOOKING FOR

Our next Sales Director will be given a lot of responsibility to manage own customers, and the ideal candidate for this position will therefore be someone who has achieved outstanding results within sales and has a proven track record within the renewable industry.

We imagine that you have an educational background within engineering or a business degree, and most importantly, that you have relevant commercial experience of about 3-5 years. It is not a requisite that you are an expert on SCADA systems, but it will be considered a great plus if you are, and if 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.

As our Sales Director in Iberia, you will support our business strategy by:

- Being pro-active and self-driven, and motivated by having direct contact with customers.
- Understanding that collaboration and teamwork are essential to how we deliver the best product-service solutions to our customers.
- Having a strong commercial network in the renewable industry.
- Demonstrating solid knowledge of the business, markets, stakeholders and trends.
- Possessing strong communication skills and fluency in both Spanish and English – and it is valued if you know Portuguese as well.

If the description above sounds like you, we would love to hear from you.

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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