



Empowering a
renewable future

SCADA
international

Sales Manager

Do you want to play a key role in advancing renewable energy by driving sales in a fast-growing international company? Can you effectively unlock new business opportunities and nurture lasting relationships with clients? Do you excel in a sales environment where you can leverage your commercial expertise and analytical skills to implement sales strategies within our software solutions?

We are seeking an experienced Sales Manager to join our team and drive sales growth within the Nordic region, focusing on our advanced software solutions within SCADA and Power Control. Reporting directly to our Vice President of Sales, Europe, you will be responsible for generating new sales opportunities and managing key accounts. Your primary focus will be on ensuring the success of our clients in the competitive landscape of renewable energy.

We are SCADA International

At SCADA International, our mission is rooted in the empowerment of the renewable energy sector based on data-driven decision-making. As specialists in the field, we develop intelligent software and hardware solutions designed to capture data from diverse sources and transform it into actionable insights. This empowers our customers to optimize production and contribute to a sustainable future. With a dynamic team of +240 professionals across eight offices in Europe and the US, we are dedicated to driving innovation in renewable energy technologies.

Your role

At SCADA International, we serve a diverse client base, including OEMs, Asset Owners, Utilities, EPCs, and Traders. Leveraging our extensive experience in renewables, we excel in understanding and meeting the unique requirements of each client. We are seeking a Sales Manager who can further drive our mission forward. While experience in the sector and in-depth expertise in wind, solar, and BESS technologies are advantageous, they are not prerequisites.

You will join our headquarters in Denmark with the flexibility to work remotely. Furthermore, it should be expected that there will be some travel activity related to the job for around 50 days a year. Working at SCADA International, you will be offered a high degree of freedom and will have the opportunity to play an important role in our future growth.

As Sales Manager, your responsibilities will include:

- Demonstrating a strong hunter's mindset and effective communication skills across all levels of the organization.
- Contributing to and implementing the business plan for the Nordic region (e.g., executing the plans and driving growth within the defined customer segments).
- Managing individual account strategies for key customers.
- Acquiring new accounts while increasing sales with existing customers.
- Identifying and analyzing new potential customer segments.
- Provide input for optimizing the sales strategy by applying analytical competencies and commercial acumen to understand and leverage market trends and insights.

We offer

- Attractive compensation package including an excellent bonus scheme.
- An energetic workplace promoting high responsibility and autonomy in your approach to work.
- Opportunities for professional evolution and advancement in a rapidly expanding sector.
- A culture that values transparent communication and all suggestions and viewpoints.
- Collaboration with a diverse and international team spanning across Europe.
- Flexibility to work from anywhere.
- A detailed introduction to our range of products.

Your background

We are looking for a strong commercial profile with a hunter's mindset!

We seek you, who possess a bachelor's degree as a minimum in a relevant field, preferably with experience from the renewable energy sector (wind, solar, BESS, hybrid). Our new Sales Manager demonstrates an innovative, commercial mindset and can comprehend and effectively communicate how our diverse product portfolio can fulfill the requirements of our customers. A keen interest in the technical aspects of renewable energy solutions is highly desirable.

To excel in this role, we are looking for an individual who:

- Possesses a high level of personal drive and a strong determination to succeed.
- Has achieved and can demonstrate strong sales results.
- Brings experience in selling software solutions including SaaS and can negotiate with stakeholders on all levels.
- Is motivated by the challenge of developing new business opportunities from scratch.
- Can take initiative in identifying new opportunities and successfully close deals with customers.
- Is adept at building and maintaining contacts, demonstrating dynamism, adaptability, self-motivation, and quick thinking.
- Is fluent in English and at least one Nordic language.
- Shows a natural interest in technology and/or software solutions.

If you have a proven track record in sales and are ready to take on the challenge of driving growth in a dynamic and evolving industry, we would love to hear from you!

Apply

We are looking for someone to start as soon as possible, but we are prepared to wait for the right match.

We will review and reach out to candidates on an ongoing basis, so don't hesitate to send us your application today. If you have any questions for us, you are welcome to contact our Vice President of Sales, Europe, Jacob Stammer Larsen at +45 2729 2920.

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