

Head of Sales & Business Development

At *Stiesdal Offshore Technologies A/S* we offer the opportunity to make a real difference in the fight against climate change. Our team of creative thinkers are making a true impact and joining us could be the most exciting and fulfilling step in your career.

Are you up for the challenge?

We are currently looking for a self-driven, enthusiastic Head of Sales and Business Development to be a key interface to our current and future customers. The Head of Sales & Business Development will be responsible for identifying and managing business opportunities for our Tetra floating foundation concepts and act as a link to the rest of the organization by providing market intelligence and customer feedback as input to future product development.

You will be part of a team developing solutions representing a transformative concept in floating offshore wind power by rethinking all aspects of the floating foundation design with industrialized production in focus.

Core Responsibilities

- Proactively identify and engage in new opportunities and customer leads
- Coordinate and develop of our sales pipeline
- Manage and foster customer relationships
- Respond to customer enquiries and maintain overview of sales activities
- Contract drafting

To succeed in this role

You will be the principal point of contact between our existing and future customers in respect to new opportunities as well as coordination of ongoing sales activities. In order to succeed with you should have a strong drive and be ready to define a range of operational parts of the job. To do so, the following attributes are desirable:

- Deep understanding of customer drivers, market dynamics, and competitor landscape.
- Proven track record of your previous endeavors
- Knowledge about the wind industry
- Strong communication and negotiation skills
- Positive attitude with a deep passion for teamwork
- A strong technical understanding
- Ability to maintain overview, set priorities and coordinate sales activities
- Proficient in all the Microsoft Office applications

Your educational level should preferably be a master's degree but at minimum a bachelor's degree within business, management, communications, sales, or another relevant field. You should have at least 5 years of previous experience within sales and should speak and write English fluently.

What we offer

We offer an exciting and varied job where you will play an integral part in customer care and work with a competent team of highly motivated people dedicated to making a positive impact on climate change mitigation.

Our core values are honesty, integrity, and respect for people, and we firmly believe in the fundamental importance of trust, openness, teamwork, and pride in what we do.

The working location is at our office in Copenhagen or Give.

About us

Stiesdal Offshore Technologies is developing cost-efficient systems for floating offshore wind. During 2020 the company has validated its concepts and in 2021/2022, a new foundation type will be designed/manufactured.

We are part of Stiesdal, a new and fast-growing climate technology group with activities in floating offshore wind, energy storage, Power-to-X hydrogen production and carbon capture and storage combined with green fuel production. Read more at www.stiesdal.com.

How to apply

If you are interested, please send an application and your CV to jobs@stiesdal.com. We will review applications on an ongoing basis and invite relevant candidates for interviews.

Start date: As soon as possible.