

Regional Sales Manager UK and Ireland

We are looking for technical biased regional sales manager for the UK and Ireland to join our sales team. You will be responsible for providing sustained and exception value to our customers in both new build and existing offshore wind farm environments. You will use your skills to engage with the authorities, customers, colleagues, and any other relevant stakeholders to develop world class marketing system solutions and proposals to meet both customer and regional requirements.

As a regional sales manager with a technical background, you will support the global sales team's efforts with technical proposal and solution oversight whilst liaising to the technical support team.

Sabik Offshore offers an exciting career opportunity in a truly passionate and dynamic working environment in a growing renewable energy industry.

Responsibilities

Sabik Offshore work as a team to help developers not only fulfill local requirements but optimize performance while reducing installation, operation and maintenance costs over the lifetime of a wind farm. Our project base spans the globe from our core markets in Europe to the USA and Asia Pacific.

As one of our colleagues, you will be involved in developing projects from the early phases of customer engagement through to design freeze and contractual closing. You will be responsible for the development of new customer relationships and maintaining existing ones, assessing customer and regulatory requirements and working with the technical support team to develop and price proposals. As a part of global company, you can expect some work-related travel. Your key responsibilities will be to:

- Interface with the relevant stakeholders in each project
- Communicate expertly on local regulations and recommendations
- Maintain an in-depth knowledge of the market and its development
- Develop growth strategies for the region
- Preparing proposals and quotations
- Negotiate terms and conditions of purchase contracts
- Forecasting sales within the region

Qualifications

- Relevant degree in electrical, SCADA, or mechanical engineering. Alternatively, a relevant degree in business studies combined with technical experience will be considered.
- 5 years relevant work experience in an industrial sales environment, including account management, pricing of and development of technical proposal and contractual negotiations.
- Strong written and verbal skills
- Highly organized and can work with minimal supervision
- Excellent skills in all Microsoft business solutions package (Word, Excel, Visio, SharePoint, Dynamics, Outlook, Planner, Teams, etc.)

Sabik Offshore GmbH

Employment Type

Full-time

Beginning of employment

As soon as possible

Duration of employment

Unlimited

Industry

Renewable energy

Job Location

UK

Remote work possible

Date posted

22. November 2021

APPLY

- Demonstratable customer-centric approach to all work

Location: This position will be home office based in the UK. The successful candidate must have the right to live and work in the UK.

Job Benefits

We aim to provide a supportive and encouraging atmosphere for you to apply your talent and energy towards our customers and products. We have a flat hierarchy with an open-door mentality with a dynamic exchange of knowledge and teamwork through our three locations.

You will be part of the international sales team and will work in a cross functional environment with close engagement with our colleagues in Denmark, Scotland, Japan, North America and Germany.

Sabik Offshore is a dynamic company that has become the world leader in marking offshore wind parks. We pride ourselves on our innovation, customer orientation and high-quality systems and solutions.

You can expect:

- Family friendly employer
- Professional development
- Flexibility
- Permanent employment with a competitive salary

About Sabik Offshore

Sabik Offshore provides complete aids to navigation, ID Marking, work light and aviation obstruction lighting solutions to the offshore wind industry.

We create confidence that offshore structures are properly marked, keeping mariners, pilots, service personnel and assets safe while reducing operational cost.

We are the professionals in aids to navigation and are dedicated to our customers. Through many years of experience we have the application knowledge and technical competence to deliver innovative solutions that perform, are reliable and hassle free.

Contact

If this sounds interesting send your application to jobs@sabik-offshore.com or click the button: [button link="https://jobapplication.hrworks.de/en/apply?companyId=j42275e&id=73c57c" color="silver" newwindow="yes"]

We look forward to meeting you.

