

## Regional Sales Manager North America

We are looking for a new colleague to join our Sales and Business Development team to develop our North American projects.

As a consultant and partner, you will use your networking skills to engage with the authorities and customers to develop marking systems to meet customer and regional requirements.

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

**Ride the Renewable Energy Wave as Offshore Wind is about to take off in the USA.**

### Responsibilities

Sabik Offshore is an international company, specializing in marking offshore wind farms. We 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 northern Europe to the USA, Taiwan and Japan.

**As Our New Colleague, You Have a Fundamental Desire to Get Things Done in a Project Driven Work Environment and Have:**

- A technical background and experience in similar positions.
- Interest in working in an energetic environment, engagement, and desire to work with highly skilled and passionate colleagues.

As one of our new, experienced colleagues, you will be involved in developing projects from the early phases from basic concepts through design proposals and contractual closing. You will work as a consultant to our customers as part of a team effort with many skilled colleagues. As a part of global company, you can expect some work-related travelling.

As Regional Sales Manager USA, you will be responsible for the developing customer relationships in the region, assessing customer and regulatory requirements and working with the technical team to develop proposals.

- You have exceptional customer orientation skills and take part in building and maintaining customer relationships.
- Will be the interface with the authorities in the region and be the expert on local regulations and recommendations.
- Have an in-depth knowledge of the market and its development.
- Develop growth strategies for the region.
- Prepare proposals and quotations.
- Responsible for forecasting sales within the region.

Sabik Offshore GmbH

### Employment Type

Full-time

### Beginning of employment

As soon as possible

### Duration of employment

Unlimited

### Industry

Renewable energy

### Job Location

North America

Remote work possible

### Working Hours

Flexible working hours with core time / home office

### Date posted

1. February 2021

APPLY

## **Qualifications**

You have a Bachelor in Business Administration or similar and more than 3 years of experience.

- Have experience in technical Sales, marketing or related field.
- You have strong written and verbal skills
- You are organized and can work on your own.
- Experience in the renewable/energy industry is preferred but not a requirement
- You are fluent English

## **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 and Germany.

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

## **You can expect:**

- Family friendly employer
- Professional development
- Flexibility
- Permanent employment with attractive salary, pension and health insurance

## **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](mailto:jobs@sabik-offshore.com) or click

the                      apply                      button:                      [button  
link="https://jobapplication.hrworks.de/de/apply?companyId=j42275e&id=0f76b7"  
color="silver" newwindow="yes"] APPLY[/button]

**We look forward to meeting you.**