



Sales Manager

Your tasks

- Work with the Head of UK Sales to target sales to specific customers and secure projects
- Develop a strong understanding of ENERCON's technical and commercial offering
- Engage, network and develop positive long term relationships with key customers
- Formally present ENERCON's offer to customers
- Informally provide expert consultancy and advise to customers
- Influence key customer decision makers towards the selection of ENERCON for their projects
- Work with Sales Assistance to prepare sales offers, tenders and contracts
- Follow internal processes with the support of Sales Assistance
- Carry out contract negotiations with customers through to contract signature
- Secure resources from sales support departments, such as site assessment
- Develop strong internal relationships with Project Management colleagues to ensure positive project execution
- Act as the face of the Company to the customer, providing ad hoc post-sales customer support where required
- Liaise with Sales Managers in other countries to share best practice
- Participate pro-actively in sales team meetings to help shape department strategy
- Participate in fairs and exhibitions to generate and maintain business relationships
- Create and maintain data in our online customer relationship management system (CRM)

Your profile

- University degree in a technical field
- Proficiency in the electro-technical sector, basic knowledge of business and experience in high value sales with similar tasks would be an advantage
- Knowledge about and interest in wind energy / renewable energies
- Demonstrate strong management and analytical skills, persuasive ability and collaborative approach to customer demands
- Highly committed, as well as ambitious and forward thinking

The door to an expanding international company with great colleagues and working atmosphere as well excellent prospects for development is open to you.

DRIVING THE FUTURE

Innovative ideas are the hallmark of our successes and move us on. We are passionate about realizing wind energy projects across the globe and meeting tomorrow's energy technology challenges. You and your engagement can make a contribution to shape the future of renewable energies.

APPLY NOW!

If you are interested in this position with ENERCON, please send a CV via email to: christopher.shaw@enercon.de

Location: Edinburgh

Contact: Christopher Shaw



karriere.enercon.de