



# Role

## Sales Manager, Wind Turbines

### International Wind Turbine Manufacturer

#### Hamburg

Our client is a German manufacturer and service provider of wind turbines. The dynamic new entrant was founded in 2007 and is based in two locations. The headquarters are in Hamburg, and the wind turbines are manufactured in one of the world's most modern production facilities in Bremerhaven. Apart from wind turbine production, the company offers an array of services – from installation and commissioning to maintenance and repair.

In order to achieve their objectives, the team must constantly satisfy the requirements of their international customers, come up with creative solutions and make sound decisions. Due to the company's continued growth in the sales department, we are looking for a Sales manager for wind turbines.

#### Role and responsibilities:

- Responsible for international sales of wind turbines to project developers, investors and utilities / IPPs
- Self-starting business development and coordination process from initial contact to completion of Individual contracts and framework agreements
- Initiation and development of successful customer relationships
- Development of the overall sales strategy and playing an active role in the further expansion of the client's international distribution network
- Independent coordination of internal sales and offering processes, in particular in cooperation with the departments of Project Management, Service & After Sales and Legal

#### Skills and experience

- University degree in engineering, natural sciences or Business Administration with a strong technical understanding
- Hands-on approach with decisiveness and a passion for sales & entrepreneurship
- At least five years professional experience in international sales of complex products or systems Engineering project or business, ideally in the wind industry or in power engineering
- Communication, influencing and negotiation skills, international experience
- Fluent in German and English; other foreign languages such as Italian, French or Polish beneficial
- Proven customer focus and willingness to travel internationally

You will be excited by the wind industry and happy to take responsibility for your own projects. You see change as a positive challenge. You enjoy working in international and interdisciplinary teams.