

Title: Sales manager for engineering services & software

Systems Engineering A/S is looking for a sales manager to drive our sales effort in consulting and software, out of our Copenhagen office.

Join us in this role where you will be responsible for managing both the outbound and inbound sales phases for our contribution to, among others, exciting global renewable energy projects.

Our Products

We have developed The Systems Engineering Concept® which is a system-oriented design development model, to help organizations manage development processes in complex engineering projects using systems engineering on a daily basis.

The concept has proved to tame any design complexity, create transparency, and improve organizational performance significantly by using it daily. For more information about our concept, please visit our website.

To support our concept, we have developed the SEC-Hub®, which is a cloud-based software platform that enables and accelerates the implementation of our concept in organisations.

Your role

You'll be responsible for planning and executing the sales strategy in alignment with the company strategy. Your key responsibilities are:

- Screen opportunities and assess identified opportunities
- Identify and understand customer requirements
- Develop bid/negotiation strategies and secure contracts.
- Ensure successful handover to the consulting and software team.

You will be reporting to the CEO, and you will be setting clear targets for yourself, and ensure timely delivery of quotes and follow ups. Overall, we need you to establish contacts to potential customers, drive sales, initiate, and cultivate relationships with clients.

To succeed in this role

You will be joining a solid organization skilled in systems engineering, IT, and marketing, and we expect that you will bring solid sales experience to the team.

We expect you to be driven on the field, and a team player in the home office. Today, many leads are generated in the field, through our employee's network. We need you to help grow these leads as well as generate your own by being outgoing and proactive.

As a senior team member, you will hopefully also be influencing, motivating, and supporting your colleagues, creating a frame for success in a very professional environment.

Requirements

Experience from sales is required, and you have a strong business acumen, preferably gained within a technical orientated business environment. Furthermore:

- You are likely to have 5+ years of experience from an industrial business area.
- Experience from software sales and experience from the renewables industry will be an advantage, although not a prerequisite.
- As a person, you are structured and analytical, but with a pragmatic and flexible mind-set to adapt to the evolving business needs.

We do expect you to be fluent in both written and spoken Danish and English.

Join us!

We offer you a job in a growing company, where decisions are quickly turned to action and where you'll contribute to forming the organisation and culture. Also, we offer flexible working hours, a company pension scheme, health insurance, office beverages and snacks, and lunch arrangement.

We look forward to hearing from you. If you have any questions regarding the position or us, do not hesitate to contact CEO Henrik Balslev: +45 21 68 48 67 - hb@syseng.dk.

About us

Systems Engineering A/S is the leading company for implementing systems engineering into organizations. We create a common technical language for companies with our own product, the Systems Engineering Concept®. Read more on our websites: www.syseng.dk and www.systemsengineeringconcept.com.