

We are an exciting, growing, international technology company with over 20 years of history and locations in Austria, Norway, Germany, Australia and the US. We love challenges and are working for customers in harsh industries such as: oil/gas, marine/ports, tunneling/mining or the automotive/chemicals sectors. Our solutions make the customer's world easier, safer and more efficient. Apply now and join the #IDENTECfamily!

BECAUSE IT WORKS

We are looking for a

VP Sales Oil & Gas

We are looking for an experienced sales professional with a proven track record of selling solutions in the energy market. Become part of our global team and excite us with your industry insights, and network in the Oil & Gas industry. If you want to go on this exciting journey together with us, apply now!



Location
Major Oil & Gas hub



Weekly Hours
Full time



Contract
Unlimited



Languages
English
(German/ Spanish/ French)

Conditions

Requirements

- A proven technical project-based sales track record in the Oil & Gas industry, renewable energy sector, or the maritime industry connected with the Oil & Gas industry
- Bachelor's degree or equivalent education
- 5 years' experience in "solution sales"
- Written and spoken proficiency in English and preferably another language

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- Result oriented, self-driven, with initiative and drive
- Excellent communication and leadership skills
- Strong industry network
- Deep understanding of the customers business in the Energy industry

Job Description

Your responsibilities

- Identify and bring in opportunities
- Prepare offers to existing and new customers
- Establish and grow the existing customer base
- Reply to and manage large scale tenders both towards the customer and internally
- Communicate effectively with peers, superiors, and other company personnel
- Identify, understand, and solve any obstacles to the successful sale of the company's solutions
- Build close and beneficial relationships with the existing customer base

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- Develop and manage a robust sales pipeline and close sales
- Qualify and present to new and existing customers
- Setting and managing customer expectations throughout the lifecycle of the account
- Increasing the global visibility of our solutions together with our marketing team
- Co-develop the Energy vertical's sales strategy