



From now on we are looking for the location Bremen or Hamburg.

## Sales Manager (m/f/d)

### Overview:

We are seeking an experienced and motivated Sales Manager to lead our offshore wind sales efforts in Germany. The Sales Manager will play a pivotal role in driving business growth by identifying, pursuing, and securing new sales opportunities within the offshore wind industry. The successful candidate will have a good

understanding of the offshore wind market, a proven track record of successful sales, and the ability to build strong relationships with key stakeholders.

### Responsibilities:

- **Market Research and Analysis:** Conduct thorough market research to identify potential clients, competitors, and emerging trends in the offshore wind industry. Analyse market data to develop strategic sales plans.
- **Business Development:** Proactively identify and target new business opportunities and potential clients within the offshore wind sector. Cultivate and maintain a robust sales pipeline.
- **Client Relationship Management:** Build and maintain strong relationships with existing and prospective clients. Understand their needs, concerns, and challenges, and tailor solutions to meet their specific requirements.
- **Proposal Development:** Collaborate with technical teams to develop compelling and tailored proposals that effectively address client needs. Ensure proposals are aligned with company capabilities and offerings.
- **Negotiation and Sales:** Lead negotiations with clients, including pricing, contract terms, and project scope. Close sales and secure new contracts in line with company objectives.
- **Networking and Industry Engagement:** Represent the company at industry events, conferences, and trade shows. Build a strong professional network within the offshore wind sector.
- **Team Collaboration:** Work closely with cross-functional teams, including engineering, project management, and finance, to ensure seamless execution of projects and successful delivery to clients.
- **Sales Forecasting and Reporting:** Maintain accurate sales forecasts and provide regular reports on sales activities, progress, and results to senior management.
- **Market Intelligence:** Monitor competitive landscape and industry trends, providing insights to guide strategic decision-making and sales strategies.

### **Your qualifications:**

- Proven track record of successful sales or business development experience in the offshore wind or renewable energy industry, is an advantage.
- Understanding of offshore wind technologies, market dynamics, and industry trends.
- Good communication, negotiation, and interpersonal skills.
- Ability to build and nurture relationships with clients and key stakeholders.
- Demonstrated experience in strategic sales planning, proposal development, and contract negotiation.
- Self-motivated and results-oriented mindset with a drive for achieving and exceeding sales targets.
- Strong analytical and problem-solving abilities.
- Willingness to travel domestically and internationally as required.
- Proficiency in relevant sales and CRM software tools.
- Fluent in German and English language.

### **We offer you:**

- Remuneration in accordance with the collective agreement
- A very cooperative environment
- Promotion of fitness through Hansefit
- Possibility of leasing bicycles/e-bikes
- Lunch in the canteen, which we subsidise
- Fresh fruit two days a week and coffee and tea every day.

### **Interested?**

We look forward to receiving your. For the sake of the environment, we would like to ask you to submit your applications exclusively by e-mail. Cover letter, certificates and curriculum vitae should be included in one PDF document (max. 5 MB).

**Wind Multiplikator GmbH**  
Am Freihafen 1 · 26725 Emden  
Email: [bewerbung@windmultiplikator.de](mailto:bewerbung@windmultiplikator.de)

 **Wind Multiplikator**  
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