



**Brüel & Kjær Vibro**  
a spectris company

# Sales Area Manager (m/f/d) Wind Energy Market South Europe

Brüel & Kjær Vibro is the leading independent supplier of protection and condition monitoring solutions for rotating machinery. Our worldwide network of branch offices and representatives strengthens our coverage & position in all strategic markets. Wind industry is one of the Core Industry Segments at the very centre of our global growth strategy.

We are looking for a sales person who is ready to lead our growth efforts in the European territory, covering wind-turbine OEMs and end-users, by learning fast, by engaging enthusiastically with customers and prospects, and by innovatively improvising the commercial tactics. We are looking for someone who knows how to have fun while working hard and working smart in a high-energy, high-performance environment. Preferred place of work will be a location in either Spain, Italy, Portugal or France. The position could also be handled from Darmstadt, Germany or Nærum, Denmark. This individual contributor position will report to the Regional Sales Director for Europe.

## Your tasks

- Discovering, validating & nurturing new opportunities and handling the sales process from lead creation, opportunity validation, through quotation and negotiation to order booking for new and/or retrofit deployment of systems and services
- Work directly with potential and existing European wind customers to identify their needs and convert these into orders and revenue against assigned targets
- Prepare, submit and explain to customer, technically complete and commercially-sound, duly-approved quotations
- Develop, submit and update a sales and growth plan for the assigned territory
- Provide market intelligence on a regular basis & support the overall wind business development efforts in the assigned territory
- Provide monthly a 12-month-rolling-forecast for expected orders and revenues from the assigned territory, illustrating the vitality of business opportunities in your territory
- Support the business with guidance and leadership to convert customer POS into success-stories for both, the customer and for Brüel & Kjær Vibro
- Organize, prioritize and attend industry trade shows to develop new leads, and to learn and report on new market trends and requirements
- Cooperate with R&D function to maintain Brüel & Kjær Vibro as a customer-focused developer of new products and services
- Apply a structured company-developed sales methodology (Miller Heiman's Strategic Selling & LAMP)

## Your profile

- Relevant background in consultative sales functions or business development in a high-value solutions / projects business
- Extensive network of contacts in Power-generation, especially Wind Power Market with ability to influence customers' buying decisions is key to success in this role
- Extensive experience in the Wind Energy Sector or in a large machinery business or in high-value process control and software systems selling to utility and powergen customers
- Proven track record of successful selling, high-value solutions and long-term service contracts to large accounts
- Strong customer focus and ability to understand customer needs and influence their selection of BKV solutions & services
- Strong technical understanding combined with excellent commercial and interpersonal skills. Must be a team player, accustomed to team-selling in a complex solutions environment
- Highly proactive and engaging communication style on all levels, consistently sharing intelligence and visibility of developments in the assigned territory
- Cross-cultural work experience together with a readiness and desire to travel with intent to maximize customer-face time
- Fluent in written and spoken English. Spanish, German, Danish or French language skills would be considered as an advantage
- Ability to work independently but transparently and also as part of a dynamic and growing team
- Well structured, with high integrity and strong work ethics while exuding confidence and building trust

A hand-over from the current job owners will be ensured. In addition, we offer flexible working times, a competitive and attractive performance-driven compensation package in accordance with the responsibilities; besides an engaging and exciting work environment. If you recognise yourself in our description, please send your complete application (motivation letter, CV) – including references from your previous employments – to our Human Resources Department at [career@bkvibro.com](mailto:career@bkvibro.com).

B&K Vibro is an equal opportunity employer and all applicants will be considered for this position without regard to national origin, gender identity, sex, sexual orientation, color, religion, veteran or disability status.



[www.bkvibro.com](http://www.bkvibro.com)

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