



Brüel & Kjær Vibro
a spectris company

Sales Manager (m/f) Wind – Americas

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 and position in all strategic markets.

Reporting to the Regional Director for the Americas, the Wind Sales Manager (m/f) will be responsible for the sales of condition monitoring solutions focused on the wind power generation industry. The Sales Manager provides region and customer centric business development strategies and growth of our installed-base among targeted wind park Owners & Operators (O&O) as well as the Wind Turbine Generator (WTG) and component Original Equipment Manufacturers (OEMs). Houston, Texas is the strongly preferred location, but other U.S. location may be considered.

Your tasks

- Implement the company sales and marketing strategies and customize them to the particular market requirements
- Undertake sales and marketing activities to sustain and develop sales in the assigned territory
- Negotiate and undertake the sales of our products and services
- Undertake client presentations to influence and obtain early involvement in the needs specification of projects
- Provide strong interface to the project delivery group to ensure a smooth handover of projects
- Provide market feedback to the organization (technology/sales/project delivery)
- Active participation in regular sales and marketing meetings
- Demonstrate unwavering commitment to company core values and business principles to become a role model among peers for high personal integrity and the company's code of business ethics
- Develop a sales development plan for the assigned territory and update the plan at least half-yearly for review or management

Your profile

- At least 5 years of experience in B2B solution sales, preferably in plant process control, machinery condition or performance monitoring or machinery asset reliability and optimization
- Relevant business or engineering degree
- Knowledge and experience in the WTG Industry, including established contacts and network
- Experience in vibration measurement fundamentals and knowledge of machinery vibration analysis preferred
- Proven track record in developing and growing sales with ability to locate and engage new customers, including cold calling
- Excellent presentation skills
- Strong customer focus and ability to make win-win propositions
- Fluent communication skills (verbal and written) in English, ideally Spanish or Portuguese language skills
- Willingness to travel (at least 60%)

In addition to intensive incorporation and continuous training courses in technical subjects as well as training in soft skills, we offer you an attractive working environment, a fair pay and a varied range of tasks. In addition, you benefit from flexible working hours and interesting development opportunities within our company. If you recognize yourself in our description, please send your complete application to our Human Resources Department (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

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