

## Technical Sales Manager - Renewables

Hydro Group in Aberdeen are currently looking to recruit a Business Development Manager focussed on the Renewables market sector to join their fast-growing team and help to develop their client relations as well as growing sales revenue.

This is an excellent opportunity to join a growing company with a portfolio of subsea products focussing on the clean energy sector. This position will mainly involve Hydro Group's portfolio of Renewables products, with a focus on floating wind, wave and tidal projects.

The successful candidate will work closely with the Sales team to deliver Hydro Group's ambitious growth targets within this sector. They will provide input into the future pipeline and targets for budgeting process, and identify future renewable sector market trends and intelligence to enable the development of the group's product & service capability.

This could be a remote position and will require some overseas travel.

### Key Responsibilities:

- Source and manage specific opportunities to ensure that the Company's growth targets are met
- Qualify the technical and environmental requirements for the customer application
- Identify and develop relationships with target customers in alignment with strategic sales goals
- Participate in sales activities such as client visits and calls, client presentations, attendance at trade shows, & conferences as required.
- Provide support to the wider sales team & proposals activities by identifying and securing RFI, and ITT opportunities, entering and maintaining records, taking a lead role in delivering content into the documents and taking a lead role in recommending 'win' strategies
- Monitor and progress enquiry/sales order activities to collate data to provide regular statistical reports
- Liaise with production and engineering departments to provide customers with accurate information and quotations appropriate to their applications
- Work with the marketing team to ensure the Company's brand guidelines are adhered to during renewables sector sales activities
- Identify the need for any new sales literature or marketing materials for the renewables sector
- Identify the need for any sales attendance at renewables sector events, trade shows, industry networking events

Education/Qualifications:

- Qualified in either a business or engineering related subject, or equivalent combination of education and experience

Key Skills:

- In-depth knowledge of subsea products and related value propositions
- Ability to read and understand technical drawings
- Excellent communication skills, verbal and written.
- Strong Organizational Skills
- Good interpersonal skills, able to communicate effectively with staff on different levels of seniority.
- Highly motivated
- Ability to maintain strategic goals and objectives
- Ability to work on their own initiative

Experience:

- Relevant experience in Technical Sales or Business Development in the Offshore Renewables Industry
- Experience in selling technical solutions essential
- Proven track record in contract negotiations