

AXISCADES Technologies Limited is currently looking for **Sales Director** for the **Wind Energy** Industry, to join in the **NORDIAC Region**.

AXISCADES is a leading, end to end engineering solutions and Product Company. We bring expertise that caters to the digital, engineering and smart manufacturing needs of large enterprises. With decades of experience in creating innovative, sustainable and safer products worldwide, AXISCADES delivers business value across the entire engineering lifecycle.

**About Role:** Candidate will be part of Sales Team in NORDIAC region and will report to VP-Aerospace

#### **Position Responsibilities**

- Build and manage key relationships across the NORDIAC Wind Energy industries
- Developing a solid and trusting relationship between clients-Key Stake Holders and company-Senior Management
- Should have Handled Wind Energy OEMs as direct Sales responsibilities in past.
- Develop a long term Strategic growth plan focusing the client needs and Company sales objectives and Resolving key client issues and complaints
- Negotiating contracts with the client and establishing a contract adherence mechanism with in company.
- Cross functional team experience to ensure the highest quality of materials are being produced and all client needs are met.

#### **Key Accountabilities**

- Support the continued development of the AXISCADES NORDIAC region strategy and keep aligning them as per market dynamics and key client strategies
- Expanding relationships and bringing in new business with in same client
- Collaborating with the local sales team to maximize profit by up-selling or cross-selling
- Establishing and overseeing internal budgets with the company and external budgets with the client
- Planning and presenting reports on account progress, goals, and quarterly initiatives to share with team members, stakeholders, and possible use in future case studies or company training

#### **Key Skills**

- Managing communications between key clients stake holders and internal teams
- Anticipating key account changes and improvements and proactive plan for alignment
- Extensive exposure to multi-cultural customers, Team development and partner companies
- Bi-lingual – English and Danish/ Swedish

#### **Qualifications**

- Leadership attribute, highly energetic and self-motivated,
- Excellent communicator both verbally and written at all levels, internally and externally.

**Education:** Graduate

**Location:** Denmark / Sweden (Could be discussed)

**Experience:** Ideally 8+ years' experience in a customer facing role

AXISCADES is an equal opportunity employer. All applicants will be considered for employment without attention to race, color, religion, sex, sexual orientation and gender identity.