

# Senior Technical Sales Manager

*Are you a result oriented professional with a technical background and a passion for sales? Then put your skills to the test as our new Senior Sales Manager in our Rig & Marine department at Semco Maritime!*

## **Your position**

In your new position as Senior Sales Manager you will have the opportunity to work in a fast-paced and dynamic international environment, contributing significantly to the successful delivery of a diverse portfolio of projects executed. Our division specializes in providing a wide range of services for the energy industry, including engineering, project management, project execution, energy efficiency, fabrication and installation, to support the offshore drilling rig and offshore wind installation vessel markets. You will be reporting directly to Thor Andre Askildsen, Head of Business development.

*"At Semco Maritime, we combine technical expertise with a results-driven mindset to deliver exceptional value to our clients. You'll play a crucial role in driving growth, building lasting partnerships, and contributing to the energy sector's future" - Tor Erik, Managing director*

## **Your tasks & responsibilities**

With your technical expertise and commercial mindset, you will be a key player in developing and executing sales strategies and processes to drive our market position forward in Norway. Your primary responsibility will be to manage sales activities, with an emphasis on rig and marine vessels.

Your tasks will include but are not limited to:

- Enhancing our market position in line with our strategic growth goals
- Developing and executing sales management strategies
- Planning, preparing and executing sales plans and sales budgets
- Reviewing tender material and creating proposals
- Leading and developing sales strategy processes

## **Your profile & qualifications**

We are looking for a commercial profile with a technical toolbox and a passion for driving sales and development. As a team player with strong interpersonal skills, you excel at building relationships with customers and internal stakeholders. Moreover, you possess a proactive attitude and thrive in an environment where you have daily communication with many different stakeholders.

To succeed in this position, we imagine that you have:

- A technical educational background
- Experience in the marine/offshore service industry
- Excellent communication skills in English

## **Welcome to Semco Maritime**

At Semco Maritime, we create change. For people. For projects. And for the global energy sector. With us, you will join a community of over 2,500 of the most dedicated thinkers and doers in the energy industry who are driving real change and making their own personal mark on the global energy landscape.

While everyone knows why the energy transition is vital, we are concerned with the journey. How to get there. By providing the answers needed to make change real. Because we believe that global energy ambitions can only be realized through hard work and clever pragmatic solutions. This is what we do. This is what we invite you to participate in.

So yes, working for us will change the energy sector – and may well change you too.

Care to join the movement?

Change. With us.