

International Key Account Manager

If you

- strive to develop and maintain long term business relationships
- can comprehend and communicate complicated technical solutions
- have the endurance to complete longterm tender negotiations
- are a team player wanting to work in a fast developing international company

Become a part of Gram & Juhl A/S

We are searching for a Key Account Manager in an international role who can complete our sales team in Denmark. The tasks and responsibilities include various aspects of sales to existing and future customers. Working on Tenders, ensure current customer satisfaction, sales business development and collaborating on the daily sales tasks are the key focus points for the position. You will be participating in the development, implementation and accomplishment of the sales strategy, ensuring documentation through CRM system and completion of procedures.

So if you are competent at executing tasks, pragmatic, like a challenging work day and like servicing international customers, then this is the position for you. The primary workplace is at our Danish headquarter near Highway E45, Exit 68.

Your personality is important to us

We are looking for a proactive person with personal drive and preferably more than 3 years experience from a similar position. As a person you are forthcoming, have good communication skills and demands high standards from yourself and others (ensuring high quality work). You are structured, good at maintaining an overview of complex solutions and planning your own work schedule. You use words like enthusiastic, resourceful, self-motivated and persistent to describe yourself. As an employee you are given the freedom to act; and the inspiration to take responsibility.

Required skills and qualifications

You have an educational background relevant for the position and experience in and knowledge of several of the disciplines below:

- Technical/relationship sales
- Ability to canvas new customers
- Ability to write, understand and negotiate contracts
- Preparation and completion of tenders
- Market, competitor and customer analysis
- Price and business optimization
- Developing/calculating business cases including after calculations
- Investigation of new markets
- Participation in fairs, customer work shops and business presentations
- Business level written and verbal communications skills in Danish and English is required. German and Spanish is an advantage, but not a requirement.
- Willing and able to travel 10-25 days per year

Do you want to be a part of Gram & Juhl?

Please send your application and resume to job@gramjuhl.com (all attachments as PDF). For more information on the position, please contact Tine Poder at +45 88163875 or tpo@gramjuhl.com. Commencement as soon as possible.

Choose the future

Renewable Energy is one of the fastest-growing, most innovative sectors of our economy and Gram & Juhl are true pioneers and genuinely passionate about renewable energy. We are known for pioneering innovative projects using cutting edge technologies, edge computing, working with Big Data, Digitalisation, industrial IOT and industrial 4.0.

Our TCM[®] system is a unique vibration monitoring solution that maximizes wind turbines' uptime by early failure detection of costly components. It provides valuable information on the condition of each wind turbine empowering owners, service companies and operators to protect their assets and plan for optimal maintenance and thereby driving down the cost of energy.

About

Gram & Juhl A/S (GJ) is the leading supplier of Condition Monitoring Systems to the wind industry, having installed thousands of TCM[®] Turbine Condition Monitoring systems worldwide. TCM[®] is a registered trademark of Gram & Juhl A/S. Learn more about us at gramjuhl.com.

GJ is a modern, international, unconventional and inspiring place to work. An important parameter for us is that we hire good colleagues, as we at GJ prioritize a positive work environment with a work/life balance that benefits all. Our headquarter is in Denmark with subsidiaries in USA and Germany.