



JOB DESCRIPTION

SALES MANAGER SUSTAINABLE ENERGY SOLUTIONS

Do you have the ambition to be the front person for Scandinavian Energy Contractors (SEC) in selling sustainable energy solutions?

Headquartered in Allerød, SEC is committed to a future of designing, building, and operating sustainable energy and resource recovery solutions in Europe.

SEC is owned by Norwegian Invex Group AS and Summen Invest AS and originates from a carve-out from Burmeister & Wain Scandinavian Contractors A/S, bringing with it, an experienced team of employees and an impressive track record of power plant installations across the globe.

SEC works within different business segments in the EU and UK, providing consultancy, Front End Engineering Design (FEED), smaller projects, and engineering, and is now preparing to re-enter into the construction of large plants based on our EPC^{CIM} model (ownTM) including the subsequent long-term operation and maintenance.

We are currently shaping SEC for the future and are seeking a sales manager to front the sales of sustainable energy solutions.

We expect our new sales manager to carry out sales to new clients to strengthen the future pipeline for SEC in close cooperation with the management team, which presents a unique opportunity to leave a lasting imprint on the future direction of SEC.

We expect that you are a person who knows how to open up the doors to large as well as small energy groups – based on understanding the individual organization's needs, hereby developing relationships and creating results. You understand how to front, but also know that teamwork can bring you further and provide greater overall value to SEC.

Our new colleague shall be ready to participate in an exciting growth journey.

As an employee-driven company, we prioritize active involvement and empowerment in the decision-making processes, fostering a collaborative and inclusive culture.

We firmly believe that this approach is the optimal way to ensure the engagement and ownership of all employees, a crucial element to fulfil the ambitious growth plans we have for SEC. Our goal is not only to expand the business but also to create and maintain the best possible place to work and in line with our values.



SEC Values – we value ...



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Your main tasks.

The primary responsibility is to build up our sales leads pipeline and close new orders. It is expected done by thinking outside the box and providing new innovative strategies for presenting our skills and experience to potential clients.

You will be fully supported by the SEC team, and you will report directly to the CEO. The management style in SEC is characterized by freedom under responsibility, straightforward communication, and an open-door policy, with the expectation that you provide your best efforts.

The role encompasses a broad range of tasks expected of a sales manager such as cold calls, sales trips, presentation of our capabilities as well as active participation in tendering and procurement, all with a strong emphasis on cross-functional collaboration.

Moreover, we highly value the ability to look beyond the normal and consider the broader perspective of SEC. We expect not only active engagement in daily operations but also a contribution to the strategic development of SEC.

Our expectations to you.

It is important that you are proactive and understands what it means to **“never give up”**.

You have a flair for approaching and engaging with new clients, thus creating rapport by combining a trustworthy approach with technical knowledge, assuring that clients are confident you understand their needs and can provide what they reasonably require.

You are expected to have experience in a sales role with budget responsibility in a sustainable energy solutions-focused company, preferably within the WtE, SAF, PtX or CCS industry or similar. You should already have built up a network, as well as the capability to grow it further.



It may come with different technical or commercial backgrounds that qualify you, but the most important part is that you can see yourself in SEC's values and how we work as an employee-driven company.

Therefore, your understanding of what this entails in relation to delivering, opening up new doors, collaboration, and engagement, is a requirement for you to thrive and succeed in the position. This is important, as your well-being and success as part of SEC are essential to us.

You as our new Sales Manager will not only be evaluated on skills and experience, but also on how you will use your skills and experiences in relation to our values.

As an employee in SEC, there is an opportunity to achieve shares.

Join us for a unique opportunity to be part of a growth journey, where you can influence the direction and develop yourself as a sales manager.

Join a workplace that places a high emphasis on creating a positive and enjoyable work environment.

If you have any questions regarding SEC, the position, or our values please contact CEO Jan Nilsson Tel: +45 5144 1606 / jani@secontractor.dk or send your application to our Head of People and Development Lars Bargsteen Møller, via hr@secontractor.dk.