

## Global Sales Manager for Gas/CHP-Solutions

As Global Sales Manager for Gas/CHP-solutions, you will become an important part of our competence centre team. Your responsibility will be a number of international global customers within the market for GAS/CHP-solutions. In addition, as a part of our Gas/CHP-competence centre in Germany, you will be responsible for expanding the global gas/CHP business in close cooperation with our subsidiaries.

### Tasks

- Sales support and sales via subsidiaries and distributors
- Sales support and sales directly to large customers worldwide
- Technical and commercial correspondence with customers/subsidiaries/distributors
- Market development and establishment of new sales channels
- Be the liaison between the headquarters and our Gas/CHP competence centre in Germany
- Sales responsibility for the Gas/CHP market via business plans – in close cooperation with subsidiaries and distributors
- Global customer visits together with subsidiaries and distributors
- Participate in exhibitions and seminars
- Work out large scale customer solutions in connection with relevant technical departments, including our Gas/CHP competence centre and customers
- Collect information about markets, customers, competitors

You are full of energy and good ideas and enjoy travelling internationally with up to 100-120 days per year.

### Qualifications

- Technical education (for instance an engineer or a Master of Engineering or other GAS/CHP-relevant education) will be an advantage
- Several years of experience from project sales gas engines/gen-sets and dealing with piping, instrumentation diagrams and wiring diagrams
- Fluent English language (spoken, written) is a must. Others like German and Spanish will be an advantage
- Result-oriented and determined as a person, with power of determination and appreciation of the importance of international cooperation
- You are willing to stay for longer periods (weeks) in either headquarters (Denmark) or our Gas/CHP-competence centre (Germany)

### What can you expect to find at DEIF?

We offer you an interesting, developing and independent job in a healthy, growth-oriented company with a young organisation which is constantly prepared for changes. Attractive job conditions in a position where freedom with responsibility is part of everyday life, and the working environment is informal, dynamic and characterised by a good collegial teamwork.

As a DEIF employee, you will be part of a growing company with large international ambitions. Our organisation is characterised by very motivated, independent and responsible employees who all put our customers at the centre. Based on the intention of maintaining skilled employees, we emphasise efficient human resource management, and we have a flexible attitude towards working hours, a policy for home offices, an open information policy, favourable canteen scheme, pension scheme etc.

### Interested?

Please send your application and CV as soon as possible, marked "Gas/CHP Sales Manager" to DEIF GmbH, Postfach 12 41, D-64602 Bensheim, attn. Dr. Markus Vogt.

If you would like more information about this job, feel free to contact Dr. Markus Vogt by tel. +49 6251 175624.

We would like to fill this position as soon as possible.