



Sales Director (w/m/d)

SaaS Solutions for the Maritime Industry

About us

Solitwork delivers next generation Digital Finance solutions. With unparalleled technology and highly competent consultants, we are changing the way our customers work with data.

We automate time-consuming and complex processes and enable better data-driven decisions.

Our intuitive self-service data platform lets the client gather all his data and processes around analytics, consolidation, budgeting and advanced analytics in a single solution. Easy, efficient and powered by leading technologies and tools from Microsoft.

Since 2002, we have been supporting many of the most data ambitious companies in Denmark and have done so since 2002.

In January 2022, we established our first international subsidiary in Hamburg, Germany. Our German Team includes a number of dedicated shipping professionals, whose clear focus is to deliver innovative data driven solutions to the maritime industry.

Do you want to hear more
Then please contact us at:

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 www.solitwork.com

 Hamburg, DE

The job

The primary purpose of the Sales Manager is to drive the growth of our solutions for the maritime industry by developing new relationships with ship-owners and technical ship-managers; primarily in Europe, but also in the Middle and Far East.

In addition, your will be in charge of forming a sales strategy, drawing up an efficient sales process (via our CRM system - HubSpot), actively managing the sales pipeline, and continuously developing key relationships with both new and existing customers to ensure our long-term success.

You will represent our company at local and International trade shows to promote and sell our solutions and services.

You will be cooperating with our team of shipping professionals and will be reporting to the local CEO/Group COO.

What you bring

- You have several years of experience in business development and/or sales in the maritime sector; preferably you have a strong shipping related network
- You speak the "shipping language" and have a sound knowledge of the overall processes in shipping and ship management companies
- A demonstrated ability to define sales processes, set sales objectives and maintain client relationships without any pre-existing structures
- You have a friendly, outgoing manner and strong communication, cooperation and teamwork skills
- You bring a hands-on attitude, like challenges and can actively communicate and use your strong shipping knowledge to be an engaging and value-adding sparring partner for our clients
- You have a solid experience in using social media as part of the sales process
- You have excellent command of written and spoken English

This is what you can look forward to

- A high degree of independence in your area of responsibility
- Part of the "start-up" team in Germany with exciting development opportunities
- An attractive remuneration package incl. performance based bonus
- A team of professional, highly motivated and energetic colleagues in Germany and Denmark
- A professional, informal and international environment based on an open Danish working culture