

**Account Manager Service Sales - 180001MF**

**Are you passionate about pursuing a career in a sales organisation working with a significant growth strategy in the wind industry? Are you looking for a position with broad scope and high business impact? Join Vestas as an Account Manager for large Service Sales Accounts, and become part of a growing sales organisation within Vestas. As Account Manager for Service Sales you will be part of a dynamic team of motivated colleagues in an evolving and high growth department.**

**Department**

SBU NCE West> Service Sales > Ireland & UK, Benelux, Africa

Vestas NCE West is responsible for sales, project construction, and servicing of wind projects in UK, Ireland, Benelux and some African markets. The Service Sales function is anchored in the service sales department, but works across multiple functions in an international environment to deliver on Vestas “profitable growth” strategy. The Account Manager position will be responsible for a number of Key Accounts and the overall commercial strategy for customers across a number of service sales revenue streams – selling of new service contracts, fleet optimisation, parts and repair, multibrand and contract renewals. You will own the complete Key Account Service customer relationship while working closely with support functions and be responsible for improving the customer’s overall business case based on Vestas offerings. You will work in a department with a flexible and open work environment and in close collaboration with expert colleagues across our Northern and Central European markets.

### Responsibilities and tasks

* Own, build and develop strategic Key Accounts relationships with Vestas customers
* Drive the commercial relationship and associated fleet wide service sales with selected large accounts from a service perspective.
* Identification of and contact initiation with new customers, generation of additional leads and opportunities
* Supporting the Turbine Sales team to secure new turbine sales with the associated service contract.
* Identify, drive and close sales of fleet optimisation, spare parts and multi-brand for selected customers.
* Develop strategy to improve the customer’s business case and Vestas share of wallet, increase customer intimacy and understanding of business rational across revenue streams.
* Manage all aspects of the service sales processes to contract closure including; marketing, pricing, business case approval, and contract negotiation.
* Develop relationships with internal and external stakeholders and customers.
* Foster good relationships with your customers and actively seek out new business opportunities with them for Vestas.
* Actively position Vestas as the preferred supplier of your selected accounts.
* Create and present internal business cases in support of your projects to gain approval

### Qualifications and work experience

* A Bachelors degree in Engineering, Business, Economics or equivalent.
* Solid proven sales experience within a comparable environment.
* Knowledge and experience of commercial legal contracts (sale of services preferred but not essential)
* Key Account Management experience
* Experience in dealing with customers at a senior level.
* Experience of negotiation, ability to form structured arguments.
* Knowledge of the Wind Industry would be advantageous or experience in the power generation segment, oil and gas sector or in engineering/solution based projects business.
* Proficient in Excel, Word, Outlook, PowerPoint and other MS Office applications.
* English – fluent orally and in written, corporate language is English.

### What we offer

We offer an exciting job with excellent opportunities for professional and personal development in a dynamic, high performing, international work environment in the renewable and sustainable energy sector. We highly value initiative, responsibility and the right balance between creativity and quality in all solutions.

As Account Manager Service Sales, you will join an enthusiastic service sales team in Vestas Northern and Central Europe with organizational reference to the Head of Service Sales

### Additional information

The position will be located at Vestas’ office at Dublin Airport or Warrington, Birchwood Park, UK.

Travel to European countries is likely to be required, and potentially further on certain occasions.

**Contact**

To apply to the position please click the link below:

<https://vestas.taleo.net/careersection/jobdetail.ftl?job=180001MF&lang=en>

For more information please contact Senior Recruiter Martin Whittle +44(0)7515325141

**About Vestas**

Vestas is the energy industry’s global partner on sustainable energy solutions. We design, manufacture, install, and service wind turbines across the globe, and with 92 GW of wind turbines in 79 countries, we have installed more wind power than anyone else.

Through our industry-leading smart data capabilities and unparalleled 78 GW of wind turbines under service, we use data to interpret, forecast, and exploit wind resources and deliver best-in-class wind power solutions. Together with our customers, Vestas’ more than 23,900 employees are bringing the world sustainable energy solutions to power a bright future.

We invite you to learn more about Vestas by visiting our website at www.vestas.com and following us on our social media channels.