

Experienced Sales Manager to advanced maritime solutions



COACH
SOLUTIONS

As our new Sales Manager you will be part of a young, dedicated team that serves clients worldwide and develops commercially oriented products to benefit the entire shipping industry. The position is based in our Copenhagen office, but you will be visiting clients worldwide approximately 10-25 days per year.

You have experience with selling specialized software solutions in an international environment. You have worked in an international organization, so you are familiar with the diversity of cultures and management styles. It will be an advantage if you have knowledge about the shipping industry, particularly Vessel Performance and Weather Routing services. Apart from that, a technical maritime background would be preferable.

DESIRED SKILLS

- Having ambitious goals for yourself and the company together with a positive attitude, strong work ethics and high integrity
- Being persistent and able to handle long decision processes
- Excellent verbal and written communication skills in English and the capability to comfortably present and negotiate with clients
- Proactive and self-driven, able to effectively plan and manage multiple projects, tasks and initiatives with varying timelines and priorities

YOU WILL BE A KEY PLAYER RESPONSIBLE FOR

- Maintaining ongoing sales processes for new and existing clients
- Building close relationships with clients through continuous account management
- Developing new business with selected clients and segments
- Supporting new products and services development
- Presenting and demonstrating COACH Solutions' services to a wide audience

We offer a challenging job with an attractive salary package that includes pension and healthcare insurance, the possibility of achieving great personal results and an international career.

If you have any questions regarding the position, please reach out to the Head of Global Sales, Mathias Nyman Rasmussen at mnr@coach-solutions.dk / +45 51220244.

Does this sound like the job for you? Submit your application using the link below, no later than May 27, 2018. Please note that we do not accept applications via email.

[APPLY NOW](#)

COACH Solutions offers advanced software solutions for the maritime industry for improving energy efficiency on vessels. Our system can significantly improve energy consumption and assist clients with data and analytical tools for performance optimization and advanced weather routing. The solution is based on an easy-to-install and easy-to-operate software platform which gives immediate feedback and results.

COACH Solutions works closely with its partners, which are typically Operations and Technical Management departments globally. In COACH Solutions, we serve many different clients from small companies with a limited number of vessels and no experience within performance management to large worldwide organizations with departments dedicated only to performance management. COACH Solutions | Sundkrogsgade 19 | Copenhagen | www.coach-solutions.dk