



# Sales Manager

Fortum | Energizing Norway

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## **NORWEGIAN VERSION**

### **New Managerial role | Internationally oriented cooperation**

Fortum runs sustainable changes and solutions via clean energy and carbon neutral economy. In our Business- and Customer driven organization, we focus sales and value creating cooperation.

Now, we are looking for a vigorous and people-oriented Manager, who will get national responsibility for development and implementation of a forward-looking and sales-oriented strategy.

Development of sales will be particularly oriented towards key partners and customers, as well as effective communications and carefully selected channels. Main tasks are to manage and further develop skilled people in own department and sound cooperation with other stakeholders within sales.

Together with [inspiring colleagues](#), you will be a central steward and premise-keeper in developing our sales methods. Together we are going to improve Customer Experience and further increase our high marked share.

The attractive role has national responsibility and is based I Kristiansand, Norway. Highly motivated team-players are looking forward to welcome you to facilitate increased growth.

We offer a challenging and varied Managerial role with good opportunities to succeed and develop yourself together with a global and substantial energy-player.

## Objectives | Responsibilities | Main tasks

**Our main goal is to understand and interact with Customers, as building attractive Meeting Spaces to provide optimal Customer Experiences. As part of this, our new Manager will develop a forward looking and feasible Sales Strategy, to achieve ambitious Sales Goals and provide Continuous Improvements.**

### Main tasks:

- Lead, motivate, build and further develop an inspired and involved team
- Build insight within key elements impacting Customer Experience
- Describe Business Models to provide increased volumes and Customer Recommendations
- Ensure positive People & Sales effects in a Matrix based organization
- Be a key player in the Business Unit CAS (Customer Acquisition & Sales), and represent CAS internally and externally
- Lead and coordinate projects

## Qualifications

- Relevant education
- Good results from Sales Management
- Experience from large organization is an advantage
- Good digital skills digital and close to fluent in NO/ENG

## Desired personality

- Business- and Customer oriented
- Relational and strong communicational skills
- Positive and sociable
- Analytical and tough minded

## Reasons to apply | We offer

- An important and Managerial role with opportunities to make real impact upon sales
- Close cooperation with inspiring colleagues, in Norway and abroad
- Good carrier opportunities in a Sustainable and Value oriented Company
- A good working environment and competitive remuneration

- Your new Manager: [Why apply?](#)

## Contact | Privacy

- Please [contact Frank Amundlien](#) or Stefan Jensen in SelectionPartner for more info
- See information about [Privacy](#)

## Application & CV | Tip

- Please tip us if you [know a relevant candidate](#)
- Apply via [user-friendly method](#)
- CV is more important than application

- Due: Aug 15 2021
- Employer: Fortum
- Place: Kristiansand, NO
- ✓ Title: Sales Manager | NorgesEnergi
- Roles, no: 1
- Time: Full time, perm, 100%
- Ref-ID: 4408274948

Markens gate 34, 4612 Kristiansand, NO



#### ☐ Kontaktinformasjon



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At **Fortum** we drive change where it matters. We are a European energy company providing our customers with electricity, gas, heating and cooling as well as smart solutions to improve resource efficiency. Together with our subsidiary Uniper, we are the third largest producer of CO2-free electricity in Europe. With around 19,000 professionals and activities in more than 40 countries, we have the competence and resources to grow and to drive the energy transition forward. We strive to make an impact through a culture of open leadership, curiosity and continuous improvement. Do you want to take an active role for a cleaner world? Come lead the change with us!

**NorgesEnergi** is Norway's second largest electricity supplier to private customers and well established as a low cost alternative in both the private and corporate markets. NorgesEnergi had in 2019 an annual turnover of 3.1 billion, is located in Kristiansand and has 140 employees. NorgesEnergi is part of the Fortum Group, a leading clean-energy company.

