

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.

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.

Do you want to take an active role for a cleaner world? Come lead the change with us!



Partner Manager

Fortum drives sustainable change through clean energy and carbon-neutral economy. Our business and customer-driven organization focus on sales and value-creating collaboration. NorgesEnergi is an important part of Fortum.

NorgesEnergi is now looking for a committed and collaborative key resource with national responsibility for our partners. The role is in charge, developing and optimizing the partner collaborations, which is strategically important to us.

Together with skilled [teammates](#), you will further develop effective sales channels, providing added values for existing and new partners. You get a sound framework and freedom to build relationships and structure together with business-oriented partners, where good communication and wise sales-/channel choices are central.

The newly created position will be an important player in a committed team, where everyone is Key within developing our sales methods. Together, we will create even better customer experiences and further increase our significant market share.

The attractive key position has national responsibility, with some travel activities and location in Oslo or Kristiansand. The international and comprehensive energy business/employer offers attractive challenges and good development opportunities.

Main responsibilities and key tasks

Our goal is to understand and interact with our partners, creating advantageous meeting places and providing optimal customer experiences. Our new Partner Manager will be Key in developing forward-looking and feasible partner models that are profitable and customer-friendly.

Key tasks and areas:

- Further develop partner models and relationships together with existing and new partners
- Contribute to increased and forward-looking market insight, creating good base for new and future-oriented partner opportunities
- Develop and execute NorgesEnergi's partner strategy, with a goal focus on satisfied partners and customers
- Streamline and streamline sales channels, with a special focus on digital opportunities
- Contribute to continuous improvements with a focus on interdisciplinary collaboration and sales effects in a large and professional organization
- Lead or coordinate projects also internationally and across the companies in the group

Relevant qualifications

- Successful results from partner-based sales management
- Relevant and higher education is desirable
- Experience from larger companies is beneficial
- Good skills digitally and linguistically

We look for these personal qualities

- Business and customer driven
- Relational and strong communication skills
- Positive and sociable
- Analytical and robust

We offer | Therefore, you should apply

- A central key position with good opportunities for influence
- Close collaboration with good colleagues and external partners, both nationally and internationally
- Good development and career opportunities in a socially responsible energy group with a focus on sustainability and values
- A good working environment and competitive conditions
- The role has national responsibility and is linked to Kristiansand or Oslo

Contact | Privacy | Tips | Application

- Feel free to contact Frank Amundlien or Stefan Jensen in SelectionPartner for a [pleasant and confidential conversation](#)
- We take good care of your [personal information](#)
- If you know a current candidate that we should contact, feel free to [send us your confidential tip](#)
- The position may be easily applied via your [LinkedIn profile](#)



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