

# Hendrik Veder Group

The Force of Smart Connection



## Sales Manager Oil, Gas & Renewables Aberdeen

### Job Description

We are looking for a Sales Manager for our Manufacturing & Solutions division in Aberdeen. He or she will focus on the development of existing accounts, while proactively seeking new customers and markets. The Sales Manager will be responsible for establishing and developing customer relationships with a view of maximizing sales targets while delivering a high-quality sales service. The candidate will be expected to find new opportunities in the oil, gas and renewable business.

### Who Are You?

You enjoy working in this magnificent industry. You are comfortable with being challenged and can quickly find practical solutions for your customers. You are strongly self-motivated and aim for constant improvement within yourself and the company. You are an excellent communicator and have the ability to form strong relationships with customers. You have a flexible approach to sales and adaptable negotiation techniques. The candidate has a network in the oil, gas & renewable industry in Aberdeenshire and has a natural eagerness to generate revenue.

### Do the following tasks appeal to you:

- Acquiring orders from existing and new customers in accordance with agreed sales targets.
- Identifying potential/new customers and developing relationship to maximize sales potential
- Issuing offers and negotiating contracts
- Drawing up an annual plan for marketing and sales for your customers, product group and services with concrete objectives and activities
- Working all over Scotland

Hendrik Veder Group is a European company, operating worldwide from its locations in the Netherlands, England, Scotland, France, Norway and Poland. It is headquartered in the Port of Rotterdam.

The company provides products and services in the field of steel wire rope and synthetic rope, which play an important part in the offshore and maritime industries around the world. It also offers all-in-one solutions and services in many other industries.

Hendrik Veder Group's ambition is to make the offshore and maritime sectors more sustainable. We work alongside our forward-thinking clients to achieve sustainability through innovation.

The result is new, cost-effective solutions based on inventory management, maintenance and a circular approach to raw materials.

At Hendrik Veder Group, sustainability and savings go hand in hand.

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## We have a few minimum requirements:

- Strong and hungry commercial attitude with excellent communication skills.
- A network in the Aberdeenshire Oil, Gas & Renewable industry. Ideally, with experience in the lifting industry.

## What Do We Have To Offer

Becoming part of an Inside- and Outside Sales team that is working closely together. A salary that is ranged from – to – depending on your relevant experience. Possibilities to continue developing skills and knowledge within the Energy branch.

## Where to get more information, or how to apply:

For more information you can contact Bertwin Zonneveld, managing director, +44 (0) 1224 894 949, email: [bertwin.zonneveld@hendrikvedergroup.com](mailto:bertwin.zonneveld@hendrikvedergroup.com)

