



REGION SALES MANAGER – Bi-Lingual English/Spanish

THE COMPANY

Nordex USA is the nimble and highly entrepreneurial American arm of Nordex SE, a global wind turbine manufacturer with 26 years of experience and internationally headquartered in Hamburg Germany. Nordex is one of the pioneer turbine manufactures with an installed base of more than 7.1 GW and growing. The American headquarters for Nordex opened in Chicago in 2008 and US manufacturing commenced in Arkansas in 2010. Today, Nordex USA has over 550 MW of installed capacity and 200 employees including manufacturing. Nordex SE has consistently been a technological leader introducing the first 2.5 MW wind turbine unit in 2000. Our robust and well-proven design is common to our portfolio of wind turbines. Nordex's design delivers best in class performance and availability. Our new N117 is one of the highest energy yielding turbines in light wind conditions available today which is ideal for the wind regimes in the Caribbean and Central American regions. Nordex USA has attracted a powerhouse team of wind energy veterans with a history of technological innovation, solid corporate support and a turn on a dime, "get it done" attitude

THE OPPORTUNITY

While the wind power industry continues to be dominated by ever larger companies as windpower corporate acquisitions outpace other industry sectors, Nordex still believes in the power of individual accountability, entrepreneurship, and timely responses to our customers' requests without layers of bureaucracy. As a Sales Manager with Nordex in the eastern region, you own the business development process from the first customer contact through closing to handover to the execution team. Supported by a stellar team of engineers, finance, legal, marketing and turbine experts, you open the doors, build the relationships, negotiate contracts and close deals. Your personal reputation, professional integrity, knowledge, and power generation industry contacts are recognized and valued at Nordex. It's a level playing field at Nordex. Everyone pulls together to get the job done. If you're a successful power generation equipment or wind turbine sales professional looking for a top quality power gen product to represent where you can count on the team that backs you up to deliver what you promise your customer, read on. Nordex has environment you've always wanted.

POSITION STRUCTURE

Reports to the Sales Director, Eastern Region in Atlanta and works from a home based office location in the eastern region such as Atlanta or Miami or current home location provided there's ready access to a major airport with good connections to the Caribbean and Central America. Initial focus is new business development in the Spanish speaking countries in the Caribbean and Central America.

PRIMARY RESPONSIBILITIES

- Develop sales strategy and negotiate sound business deals. Accountable for Nordex sales activity and closing wind turbine sales initially in the Caribbean and Central America potentially expanding to eastern states in the US should market conditions require.
- Build and strengthen relationships with prospective Nordex customers in Central American and the Caribbean. Introduce Nordex technology to personal network of power generation entities, developers and influential industry contacts. Primary customer point of contact. Evaluate and prioritize business case opportunities. Respond to customer requests for proposal in the region.
- Lead a collaborative approach with the customer in concert with the Nordex US internal technical staff to determine the best solutions for the customer including level of development support, turbine selection, service packages, spare parts, SCADA etc.
- Coordinate customer NDA's, assembling project information, proposal preparations and all presentations to the customer.
- Own the customer and internal staff communications full sales cycle process in a highly professional and interactive manner. Internal communication at Nordex is direct, personal and timely.
- Set project pricing within corporate volume, margin guidelines in conjunction with Regional Sales Director.
- Negotiate customer contracts defining commercial risk assessment. Adhere to all quality and safety standards meeting all federal, state and local laws, rules and regulations.
- Create and deliver professional technical presentations for government officials, private wind development executives and technically astute audiences.
- Actively collect market data regarding key issues, competitors' field performance, and market trends for internal distribution. Translate marketplace needs to solutions with Nordex product development staff, finance and service support staff.
- Enter timely updates in the Nordex US CRM project information logs including sales cycle progress, order probability status, and more.
- Prepare and deliver periodic reports to Regional Director, VP Sales and upper management regarding financial performance of sales contracts internal workflow priorities and marketplace outlook.
- Represent Nordex at key industry conferences and seminars. Coordinate customer demonstrations and meetings at industry trade show events.
- Travel to project sites, customer meetings, and industry conferences is required. Travel estimated at up to 50%.
- Remote work location in home based office in eastern region, preferably in Atlanta or Miami. Regular travel to corporate HQ in Chicago required.

PRIMARY REQUIREMENTS

- 5 + years sales/business development experience with long sales cycles power generation equipment. Wind turbine sales or development experience considered a plus.
- Proven ability to conduct successful business relationships in English. Highly conversant in Spanish possessing advanced written and oral language skill is required.
- Documented track record of building and maintaining top level, quality and verifiable relationships with power generation industry customers in the targeted region.
- Demonstrated superior oral and written communication skills, organizational ability, project management and positive leadership practices.
- Seasoned high dollar volume negotiation skills and attitude of continual learning.
- Expertise in technical, economic feasibility analyses, and financial modeling.
- Working understanding of contract administration, budgeting and compliance.
- Valid US work authorization required

EDUCATIONAL REQUIREMENT

- Bachelor's degree in Business Administration, Engineering or related discipline
- MBA considered a plus

COMPENSATION & BENEFITS

- Highly competitive base compensation package
- Bonus & full benefits eligible

*Send resume in confidence to Nordex contract recruiter
amorgan@gt-connections.com*

All employment decisions are made without regard to unlawful considerations of race, sex, sexual orientation, religion, national origin, age, disability, or any other legally protected status. Reasonable accommodations are available to qualified disabled individuals, upon request.