

Strategic Account Manager

- in big data solutions

At GateHouse Maritime, we are looking for experienced candidates for exciting positions for a forward-bound business with ambitious growth plans.

GateHouse Maritime foresees a great potential for growth. By providing impactful, real-time, and critical data for our clients to help them make better decisions (driven by data), businesses world-wide can avoid disasters, manage vessels better, boost productivity, reduce man-hours wasted on tedious tasks, and also help them improve their business operations leading to better profitability.

All this is possible by using our skills and history to build Data-as-a-Service (DaaS) solutions, backed by our proprietary data foundation at GateHouse Maritime.

Since GateHouse Maritime was founded, we have been experts in capturing and making maritime data available to clients. We have already gathered 273 billion maritime data points, and 150 million new data points are added every day. We have a unique data foundation which will ensure multiple revenue streams going forward.

Our clients are already using our historical, real-time and predictive data to increase their insight and visibility leading to some incredible results (not to mention some long-standing business relationships).

With the help of new talent like you, we'd be excited to have you on board to join our team and help bolster our resources in order to secure our strategic initiatives, help serve clients better, create innovative solutions to change the maritime industry for the better.

Are you looking for an exciting sales opportunity by embarking on a career that can help disrupt an entire niche within the maritime industry? Do you want to enable organizations and businesses to embrace the future with a data-driven approach to business management?

Are you a go-getter and a high-achiever? If yes, we are looking right at you. We'd love to work with you.

Your responsibilities:

As Strategic Account Manager in GateHouse Maritime, you will be part of an innovative company working with B2B sales to a strong global customer portfolio within the maritime industry.

Your main responsibility is to secure and develop the commercial success of all products and services by increasing revenue and customer satisfaction. Based on our sales strategy, you will be working to develop and optimize customer relationships and increase our footprint in a global market.

You are responsible for the execution of the whole sales process - and you take ownership for following up on inbound/outbound sales performance. Your primary responsibility is to win new business opportunities.

As mentioned, you will participate in the pre-sales and marketing automation activities - to commercial negotiations and closing contracts. An important part of the job is also to establish strategic partnerships and alliances.

You will also contribute to Business Development and Marketing by giving feedback on market needs and requirements - and propose new market/customer activities from your experiences with potential customers.

Finally, you will be part of the management team in GateHouse Maritime, and setting the direction for our future strategy.

Your profile:

You have an education in sales or marketing with a +10 years of experience in a similar role with a proven track record.

Over and above, you should have a flair global business creation and have a drive for results.

It is essential to have some technical acumen, or an interest in technical products, to be able to understand and communicate about highly technical software products.

We are looking for candidates that is proactive and outgoing and knows how to relate and communicate with customers. You work in a well-structured way and have a deep desire to succeed. You are motivated by creating both revenue and customer satisfaction. You like to work in an international environment with challenging decision makers.

As we are a company with global customers - you must be fluent in English (writing/verbally)

You will be based in our Nørresundby headquarters. You must expect upto 30 travel days yearly.

If you are looking for challenges that can help shape not only your own career but an entire industry vertical as well, we can't wait to see what we can do together.

Application

Should you have questions about the position, please do not hesitate to call CEO Martin Dommerby at +45 7020 1909.

We look forward to receiving your application and CV [here](#)

About GateHouse:

GateHouse Maritime is a leader in Ocean Visibility solutions. We help global maritime service providers, cargo owners and logistic companies with transparent and accurate location data and predictions, cargo transport status, and offshore asset protection and surveillance. Our powerful maritime data foundation consists of 273 billion datapoints and +30 analysis and predictive models used for data-driven decisions by maritime operators worldwide. GateHouse Maritime is a subsidiary of GateHouse Holding, founded in 1992 and headquartered in Denmark, and which also holds the subsidiaries GateHouse SatCom and GateHouse Igniter.

Read more: www.gatehouse.com