Sales Executive
- for big data IT services

At GateHouse Maritime, we are looking for candidates for an exciting position 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.

Sales Executive (Global B2B market)
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.

GateHouse
Strømmen 6
DK-9400 Nørresundby

www.gatehouse.com
+45 7020 1909
gh@gatehouse.dk

GateHouse Holding A/S – VAT: DK12948700
GateHouse Igniter A/S – VAT: DK41395281
GateHouse Maritime A/S – VAT: DK37439568
GateHouse SatCom A/S – VAT: DK26040299

You are responsible for execution of the whole sales process – and take ownership for following up on inbound/outbound sales performance – and have a proactive outreach and interaction to B2B customers to identify business opportunities – and to win new business opportunities in order to reach your sales quota.

It would help if you've worked in allied industry verticals such as shipping, logistics, port logistics, vessel management, and so on.

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.

Your background:
We are looking for candidates with +3-5 years' experience in similar roles with a proven track record. It is an advantage to have some software/communication market experience.

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.

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

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