

Sales Development Representatives

- with the right drive and ability to make a difference

At GateHouse Maritime we are looking for energetic SDR's for exciting position in a business area 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.

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).

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:

You will be part of an innovative company working with B2B sales to a strong global customer portfolio within the maritime industries.

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 with lead generation, nurturing, and development of customers to secure a continuous flow of new customer relationships and increase our footprint in a global market.

You are responsible for the execution of the sales process, and you take ownership for following up on inbound/outbound sales performance. Your primary responsibility lies in the early stages of the sales funnel – however, you will in time lead sales meetings with potential customers and develop your own customer portfolio.

You will participate in the pre-sales and marketing automation activities - to commercial negotiations and closing contracts. At GateHouse Group, we are using Active Campaign both as an automation tool for marketing campaigns, and as a crude CRM system for handling potential customers in the lead generation phase. For handling the process from proposal and onwards, we use Microsoft Dynamics.

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

Finally, you will have a lead role in keeping a clean and up to date CRM system, to secure accurate and validated pipeline handling, and to secure standard sales reporting.

When successful in this position, you will have the possibility of advancing to the position of Sales Executive.

Your profile:

You have an education in sales or marketing with a few years of experience, or you are a newly graduated Cand. Merc. within the commercial area.

Over and above, you should have a flair for and desire to communicate with people in your daily work, you are outgoing, and you have a drive for results.

We expect you to be ready for challenges in growing the commercial sales, and to have the ability to quickly learn about products, customer segments, and business processes.

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.

You are self-confident, and you are not afraid to question things that you do not understand, or that you find unclear.

We are looking for a candidate who is proactive and outgoing and who knows how to relate and communicate with customers. You work in a well-structured way and have a deep desire to succeed and win business.

You must be fluent or native in English and it is an advantage to possess language skills in German, French, or Spanish.

Application

If you have questions about the position, please do not hesitate to call Emil Parmo Hansen 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 354 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