

CSS CAREERS

SALES DIRECTOR

 BERGEN, NORWAY

Delivering reliable solutions for complex subsea challenges, everyone at CSS plays an essential part in maintaining critical offshore connections for oil and gas operators worldwide.

We are looking for talented individuals to join the CSS team!

Job ID #0125

RESPONSIBILITIES & TASKS

The company is in a significant growth phase and is looking for a Sales Director who can lead the sales of its specialist expertise and special projects. You will be responsible for selling solutions to demanding project development environments among operators and contractors around the world.

As Sales Director, you will organise and manage the sales process for special projects and solutions tailored to the individual customer.

You will be required to arrange meetings, collaborate and enter agreements with customers and connect competent technical stakeholders on the customer side and within Connector Subsea Solutions.

Working closely with key people within Connector Subsea Solutions who are driving the company's capabilities to provide reliable solutions to complex deepwater repairs.

A natural part of the position will also be the preparation of offers and close customer follow-up, together with the rest of the sales team.

The position will be part of the management team within the Deepwater Solutions business unit.

REQUIRED BACKGROUND & SKILLS

- Technical/engineering education, preferably at Master's level
- Good experience with design of mechanical equipment
- Ideally 5-10 years of experience within oil & gas, offshore or subsea industry
- Strong negotiation skills

PERSONAL ATTRIBUTES

- Should enjoy working within heavy technical environments
- Good ability to communicate and sell the company's expertise to the customer
- Be able to generate trust in Connector Subsea Solutions as a problem solver and a preferred supplier of special projects
- Patience and a long-term approach to customer account management
- Identify and secure business opportunities in interactions with customers
- Good initiative and structure approach to work
- Understand customer needs
- Ability to travel

JOIN OUR TEAM!

APPLY FOR THIS VACANCY BY VISITING [CSS CAREERS](#) AND SUBMITTING YOUR CV USING THE APPLICATION FORM AT THE BOTTOM OF THE PAGE

CONNECTOR SUBSEA SOLUTIONS

Head office: Kokstadflaten 17, 5257 Kokstad, Norway
Locations in: UK, Croatia, Bosnia & Brazil