

We are an exciting, growing, international technology company with over 25 years of history and locations in Austria, Norway, Germany, Australia and the US. We love challenges and are working for customers in harsh industries such as: oil & gas, marine & ports, mining and the automotive sectors. Our solutions make the customer's world easier, safer and more efficient. Apply now and join the #IDENTECFamily!

BECAUSE IT WORKS

We are looking for a

Junior Sales Manager - Offshore Energy

We are expanding our team and look for a motivated Junior Sales Manager to join our team in Kristiansand and support the continued growth of our global Oil & Gas business. This role is ideal for someone who has already gained initial experience within the Oil & Gas industry and is now looking to develop a career in international technical sales. You will work closely and report to our highly experienced VP – Global Sales based in Aberdeen. Through close daily collaboration, joint customer activities and structured hands-on training, you will master our commercial pipeline and gradually scale your ownership across our global customer base.



Location
Kristiansand, Norway



Weekly Hours
Flexible



Contract
100%



Languages
English / Norwegian

CONDITIONS

Requirements

- Industry experience with initial professional exposure to the Oil & Gas sector.
- Commercial exposure in sales, account management, business development or customer – facing technical role.
- A good understanding of the Oil & Gas industry
- Strong communication and interpersonal skills that allow you to network confidently with International stakeholders.
- A proactive, curious and commercially minded personality with drive to close deals.
- Confidence in communicating with customers and developing new relationships
- An interest in technology and technical solutions
- The ability to work independently while being part of an international team
- Fluent English language skills
- Willingness to travel internationally
- A valid driving licence

JOB DESCRIPTION

What you can expect

- Close mentoring and hands-on training from our VP – Global Sales in Aberdeen
- The opportunity to work with Oil & Gas customers globally, initial approach within the Norwegian sector
- A structured transition towards greater customer and sales responsibility
- Exposure to international customers, projects & markets

Your core responsibilities

- Identifying and developing new sales opportunities
- Cultivating relationships with key decision – makers across new and existing customer accounts
- Understanding customer needs / objectives
- Supporting the development of key accounts
- Preparing proposals / maintaining active follow-ups
- Coordinating with technical and operational teams
- Travelling internationally to interface with customers