

Global Sales Manager

Wärtsilä Puregas Solutions AB



Case Consulting AB
Martin Godaly

About the company

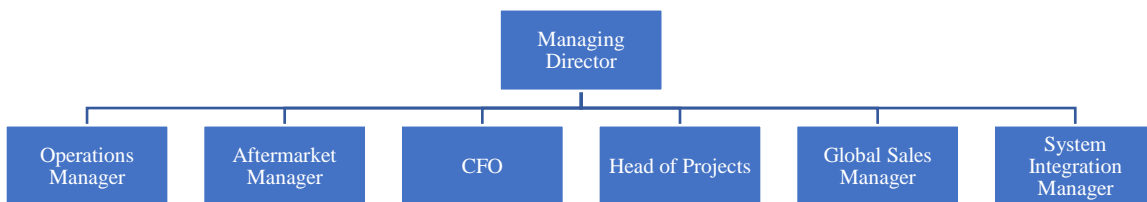
Wärtsilä Puregas Solutions AB (WPGS) is a Swedish based company with headquarters in Kalmar. In October 2017, Puregas Solutions was acquired by Wärtsilä Corporation to strengthen its position in the growing Biogas for Transport market.

WPGS specialises in delivering efficient and reliable biogas upgrading solutions. A global market leader, the company has subsidiary companies in Germany, Denmark, United Kingdom and the United States of America. The company has approximately 40 employees and a turnover of approximately 20 MEUR.

With more than 20 years history and experience WPGS designs and delivers biogas upgrading solutions using the unique CApure process, in which Raw Biogas is upgraded to biomethane / Renewable Natural Gas RNG for direct grid injection, compression for vehicle fuelling (bioCNG) or liquefied to provide bioLNG. In all cases a very low carbon alternative fuel.

The CApure process recovers over 99.9% of the biomethane present in the raw biogas by separating the CO₂ from the biogas through a process of chemical adsorption. The selective organic solvents used in this process are so efficient that the product gas can contain over 99% biomethane. The biomethane or Renewable Natural Gas can be directly injected in to the gas grid, compressed to produce bio-CNG or liquefied for bio-LNG. It's also possible to capture the CO₂ from the plant and use this for commercial purposes. All plants are fully factory tested and third party inspected prior to shipment.

The company is organized as follows:



For more information about the company: www.puregas-solutions.com

Global Sales Manager (GSM)

In this role important objectives are to grow the WPGS business, to lead, develop and set the right targets for the Sales & Marketing organization.

The Biogas industry is expanding rapidly and it is important that the GSM have the right skill set to be able to develop and implement strategies so that the WPGS can expand its business and reach new markets. WPGS is very focused on working closely with its customers, understanding and fulfilling the business and technical needs of the customers. The WPGS business process, from a prospect business deal to a signed deal, can be long; but then business relationships are also long term and built on trust and mutual understanding. WPGS is a strategic business partner for many of its customers. It is therefore important that the right candidate for the GSM role has the ability to build long term collaborations with customers.

The GSM is accountable for Order intake (Value & Gross margins) and will create and maintain market awareness of the company by designing and executing market plans. The GSM will further develop Key Account strategy and develop the sales processes and effectiveness.

The GSM will manage a team of eight dedicated Sales & Marketing persons, located in Sweden, UK, the US, Denmark and Germany.

The GSM will also lead the integration of WPGS Sales Organization into the Wärtsilä environment.

The GSM is a vital part of the Wärtsilä Puregas Solutions management team and reports to the Managing Director.

The position is based in Kalmar but the GSM can be placed anywhere, as long as there is a willingness to travel (50% is expected in this position).

Qualifications

Desired Skills:

- Communication and good English language skills;
- Team builder and motivator, be willing to take ownership;
- Leadership skills;
- Customer value understanding, thinking in commercial feasible / cost efficient solutions;
- Analytic and entrepreneurial business development;
- Strong performance and result orientation;
- Excellent negotiation skills and contractual/commercial knowledge;
- Technical product & solution knowledge
- Lifecycle cost understanding;
- Digitalization mind set with driving force of “linking the dots”.
- Quality, safety & environmental skills;

Education:

Relevant University degree

Experience:

- Demonstrated International Sales & Marketing experience and achievements
- Experience from the (bio)gas industry, mainly from sales;
- Experience in building and maintaining customer relations throughout the lifecycle;
- Several years of leadership experience, in a sales organization;
- Experience in developing and implementing Sales & Market strategies, as well as Target setting and follow up

Application:

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Please send applications to: mg@caseconsulting.se, latest on September 7th 2018.