

# Head of Sales

**Leading role in a dynamic & international team**

**Are you motivated by having a central role in a growing company with a solid track record in the renewable energy sector?**

*Bluetop Solar Parking specializes in designing and producing solar carport/solar canopy solutions for the B2B market. Our innovative and comprehensive product range and engineering services form a unique concept in the international market. Our clients integrate our solar canopy systems into turnkey solar projects, catering to end users like shopping centers, retail chains, EV charging stations, and other corporates. Bluetop's ambition is to become a global supplier – so far, we supplied to 16 countries. The main locations are so far in Aarhus/Denmark and Gdansk/Poland.*

Reporting to the CEO, you will be part of a growing company at the forefront of renewable energy solutions. In this job, you will help shape the future of sustainable infrastructure and contribute to global environmental goals.

In this position, you will be key in expanding the footprint in markets like the UK, France, Germany, Poland, and Scandinavia. You will be part of a company that is constantly developing technically and commercially.

## **Examples of your primary responsibilities and tasks:**

- Develop and implement sales and marketing activities
- Expand the company's international footprint
- Lead and collaborate with colleagues in sales, aligning sales efforts
- Build and maintain strong relationships with clients, partners and stakeholders
- Ensure increasing customer satisfaction

You seek opportunities and instinctively recognize commercial opportunities while leading your international team. You are a mentor who inspires and motivates people to strive for greatness. Being a natural bridge-builder with persuasive skills, you unite teams and create support for innovative commercial approaches.

## **We expect, that you:**

- have experience in international sales
- have solid experience in B2B sales processes working with corporate clients
- can work independently and travel as needed for clients and business development
- have strong communication and interpersonal skills
- are professional/fluent in English communication (verbal and written)
- are proactive and focused on reaching your goals

**Experience within the construction, energy, or infrastructure sectors is a prerequisite.**

If you are looking for a great career opportunity in all aspects, being part of a smaller company with a vast international potential, this is a unique opportunity for you.

## **Application**

Apply for the Head of Sales position via the link below. If you need additional information, please phone Morten Anker Blirup at +45 40258221. All applications are handled confidentially. Follow us on [LinkedIn](#) for new exciting job opportunities.