

Bladena ApS

Account Manager with In-depth Understanding of Risk and Financial Aspects of the Wind Industry

Bladena is in the initial phase of executing a new strategy, new products, new communication approach, and much more. We are in a transition process where we are developing our Advisory Business. To take part in this exciting journey we are looking for an Account Manager to take pro-active part in the commercializing of our offering for specialized and relevant advisory services for the entire lifetime of a wind turbine blade.

Bladena is a central player within the wind turbine blades industry and is heading several large development projects funded by the Danish Energy Agency's EUDP program. These large development projects include the entire value chain of the wind industry and this is key in Bladena's determination for driving the development in the industry towards improving the performance and cost-effective operation of blades.

Bladena is providing analytical tools and structural blade enhancement solutions. We support decision-making and continuous business improvement (CBI) related to design, procurement, operation, and maintenance of wind turbine blades. We are now facing the initial step for commercializing the application of these tools. To give this journey full emphasis we have expanded our international sales team and established the position as Account Manager.

The Position

As our new Account Manager, you will take ownership of our Advisory Business by completing and continuously improving our offerings to match the needs of our customers, primarily within the WTO and Insurance areas. You will be the point of contact to selected customers when fulfilling their needs for advisory services. You will plan the execution of the activities in our organization including specifying and coordinating deliveries from our experts working with our analytical tools.

Bladena has developed a Cost and Risk tool, which can help WTOs to optimize their O&M costs. As the Account Manager you will play a major role in utilizing this new tool as a gateway to the industry and a strong basis for presenting powerful business cases. You will also strengthen the collaboration with Bladena's already strong WTO Engineering business relations with the purpose of reaching the financial decisionmakers in these organizations.

Your responsibility is to focus on and execution of the international sale of Bladena's Advisory Services and Technologies through a range of activities:

- Responsible for planning and executing meetings with selected customers within the WTO and Insurance areas
- Plan for CBI for selected customers by building and continuing valuable business relations
 - Optimize and strengthen existing customers
 - Approach and establish new customers and sales channels

Roskilde, 30 September, 2020

- Fit the Advisory Services to the customer's needs and focus on mutual CBI
- Responsible for the total budget of selected customers
- Understand and facilitate the Cost and Risk Tool towards the financial decisionmakers
- Implement knowledge you learn from the market for further development of Bladena's new Advisory Services, products for Cost & Risk
- Participate in commercial planning/preparing for conferences, seminars and the like

Preferably our Account Manager will be characterized by:

- Experience from the wind industry is an advantage. However, it is key that you have a solid experience in working with asset management.
- Excellent communication skills and speak and write English fluently.
- Based on your experience and empathy be able to understand the customers and the market in order to achieve results.
- Being both goal-driven and solution-oriented as well as having a highly systematic approach to ensure progress and results in all aspects of our Advisory Business.

The reporting line will be to Business Unit Manager, Peter Jakobsen. The position is located at Bladena's offices in Roskilde. A fair amount of travel must be expected for visiting Bladena's customers and partners and for representing Bladena at conferences, seminars, and the like - subject to Covid19 restrictions.

Bladena offers

We offer a versatile and challenging position in an exciting company with huge potential. Remuneration and terms will reflect the qualifications and are negotiated individually. You can look forward to great professional and personal opportunities for development within the wind industry both nationally and internationally.

About Bladena

Bladena is a company in growth, where tasks vary, and the agenda often is dynamic. We are working closely together and helping each other. Our team is small but growing. It is made up of technically very skilled people who each contribute with high-level technical knowledge.

Bladena provides advisory services and solutions throughout the entire lifetime of a blade to continuously improve our customers' business. At Bladena we have extensive knowledge about blades and how they fail. We help our customers make the right proactive decision on how to minimize the cost and the risk of blade failures. To reduce the risk even further we have developed a decision support tool that will help improve the operation and maintenance strategies and minimize OPEX.

Bladena's technology platform is based on our 10 patents. These provide a valuable structural enhancement to wind turbine blades, which can be deployed in new blades as well as retrofitted in existing blades. Bladena's technology platform is carried forward via intense participation in research, development, and demonstration projects.

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Questions and application

Questions can be pointed to Peter Jakobsen, Business Unit Manager, by telephone on +45 31 75 68 42. Please send application, CV and relevant papers to khl@bladena.com not later than 25 October.