



# HEIMDALL POWER

## Head of Business Development (Norway)

**WHO WE ARE:** Heimdall Power is a young Norwegian technology company established in 2016. We offer a rapid transition to fully digitized grid assets through low-cost, easy-to-install, self-powered sensors that provide input to advanced models and algorithms. Our goal is to use machine learning to predict line faults before they happen, minimize blackouts and improve maintenance efficiency. With better capacity control, energy distribution can be optimized. Heimdall's technology has the potential to increase the average capacity of the grid by more than 25%. The electrical grid is the largest man-made machine - It spans the globe, providing structure, balance and life to our energy system. It is essential infrastructure to enable a sustainable, green energy future. Heimdall Power is backed by established VCs and industrial partners. This is your chance to be part of an exciting journey towards a sustainable future.

**THE POSITION:** The more widespread our solution is, the closer we will be in fulfilling our mission which is to: *Optimize the grid to optimize investments, save nature and enable the Green Shift.* As Head of Business Development for Norway, you will work on growing our client base in Norway while managing the relationship with existing clients. You ensure that our clients are satisfied, up-to-date on our latest developments, listen intently to their feedback and translate this into action points for our organization. As part of our overall Sales Team you will contribute to making your team members and the wider organization successful in our endeavors, and foster a continuous improvement mindset. Your work has the potential to shape the digitization of our electrical grids!

**WE ARE LOOKING FOR:** Heimdall Power is seeking a skilled and driven Business Developer, to head our further commercial growth in Norway. You love being on the ground, building strategic partnerships and driving end-to-end sales processes. You are able to think holistically, think/impact strategically, and you love the chance to win over new prospects. You do this with professionalism. You are inspired by the chance to help build and set direction for a young company and realize its vast potential. Determination, discipline and critical thinking are characteristics that describe you, and that inspire those around you. You will be part of a highly skilled multi-disciplinary dynamic organization creating and commercializing new technologies that enable us to digitize the electrical grid.

**Responsibilities:**

- Accountable for all Norwegian clients
- Grow the Norwegian client portfolio as a whole
- Grow each client through effective client relationship management
- Manage existing sales personnel in Norway, and expand this team as required
- Leverage existing sales approach and toolbox (contracts templates, etc.)
- Contribute to further improving our sales strategy, approach and toolbox
- Own and drive tender processes in Norway
- Contribute in marketing activities and events (conferences, seminars, customer gatherings, etc.)
- Sense of ownership and pride in your performance and its impact on company's success

**Your qualifications:**

- Education: BSc or MSc within business or technology
- Minimum 3 years experience in sales / account manager / business development roles, within SaaS or enterprise software.
- Experience from the energy industry or related industries is preferred
- Have lived in Norway for a long time/knows the Norwegian business culture well
- Speak Norwegian fluently

**Skills:**

- Excellent communication skills
  - Norwegian (oral & written)
  - English (oral & written)
- Self-motivated, independent player with a proven track record of in-the-field sales, negotiating, closing deals and scaling out client portfolios
- Intellectual strategic thinker who can evangelize and sell products to different stakeholders
- Comfortable with a distributed organization and a fast-paced working environment
- Able to manage a high number of client cases in parallel
- Technical understanding and ability to learn new approaches, domains and terminology quickly

**Soft skills:**

- Hunter mindset
- Forward-leaning and can-do attitude
- Understand the importance of putting the client at the heart of everything you do
- Has an inherent sense of urgency and self-driven
- Structured, diligent and conscientious

For further information about the role, please contact Joachim H. Andersen by email [joachim@heimdallpower.com](mailto:joachim@heimdallpower.com)