



Key Account Manager for German market

Aarhus 05 January 2012

Danske Commodities continues the rapid growth, and our new team – DC Renewables is looking to hire a Key Account Manager for the German market. DC Renewables is a team providing full service products to wind turbine and solar plant investors, developers, and administrators all over Europe. The new German payment scheme “Direktvermarktung” has opened new opportunities for this new team. The successful candidate will join a team that gives top priority to teamwork and expertise. You are based in Germany. You will soon be assigned your own individual responsibilities, and we expect you to want to—and be able to—make a difference.

Our Key Account Manager’s job responsibilities will include

- ✓ Attracting new customers in Germany for the DC Direktvermarktung
- ✓ Identifying potential customers
- ✓ Responsibility for sales process in Germany
- ✓ Developing and maintaining customer relations – DC Direktvermarktung
- ✓ On-going communication with existing customers
- ✓ Representing DC at relevant conferences etc.

Professional qualifications

- ✓ Based in Germany
- ✓ Solid experience from the solar and renewable energy industry - a must
- ✓ In-depth knowledge of and relation to the business area
- ✓ Solid experience with B2B sales
- ✓ Proactive approach and attitude
- ✓ Strong personal appearance
- ✓ Negotiation experience
- ✓ No job too big – no job too small

We look forward to hearing from you!

We offer

We offer the successful candidate a position full of professional and personal challenges in an international environment. As a business, we take pride in doing things a little differently, and for the right candidate, the position will offer a substantial development potential. In addition, we offer:

- ✓ an attractive, individual compensation package reflecting your qualifications and a bonus plan
- ✓ professional and skilled colleagues who set the bar high
- ✓ An exciting and dynamic workplace.

Personal skills

As an individual, you thrive in an international and often hectic environment, in which personal drive and results are key in your day-to-day work. People who work at Danske Commodities

- ✓ are efficient
- ✓ are independent, active and dynamic
- ✓ are not afraid to take responsibility
- ✓ take a holistic approach
- ✓ see challenges and opportunities where others see problems
- ✓ live up to DC’s values
- ✓ can make a difference
- ✓ want to make a difference

Send your application and CV as soon as possible, and no later than the 6th of February to: jobs@danskecommodities.com

To learn more about the position, call Rasmus H. Vinge on +45 8833 8042

Further information: www.danskecommodities.com

About Danske Commodities A/S. Danske Commodities A/S is one of Europe's foremost experts in power, climate and gas trading. Focusing on optimisation, business acumen, resolve and innovative solutions, we generate solid and growing earnings on a combination of good trading relations, knowledge at a high level and a good working environment. Our company is an active trader in 26 different European countries and has the ambition to continue to grow. We currently operate in eight different business areas within power, climate and natural gas.

Danske Commodities A/S as a workplace. Danske Commodities is a truly international work place with 11 different nationalities working closely across teams. Highly skilled employees are crucial for us in achieving our ambitious goals. At Danske Commodities, our employees are our most important asset. Investing in highly qualified and skilled employees is what makes a difference and ensures the future growth of our company. We offer an informal workplace managed under the principle of accountability. Our staff must have the freedom to develop and take initiatives, but we also expect them to develop and grow with the assignments they are given. A dynamic company needs dynamic employees who want to help develop the business.

Danske Commodities' vision is to be the most value-adding, flexible and innovative energy and service provider.

