

Commercial Manager/Senior Commercial Manager to evolve Evida CO2's commercial identity

Evida CO2 is on a journey to develop the leading Danish CO2 infrastructure provider, building on four decades of gas transport experience within methane. If you have experience in developing customer success, you might be the next member of our close-knit and professional team

The CO2 industry is rapidly developing in Europe and Denmark is looking to be a front runner in the industry, Evida CO2 wants to be a critical part of this ambition.

Evida CO2 offers you the unique opportunity to help shape an industry, build a company and be on the forefront of an highly important and exciting industry.

Areas of responsibility

We are looking for motivated talent to take ownership and drive business development in Evida CO2. You will be a key player in setting the commercial direction with customers, developing the overarching commercial direction and evolving the Evida CO2 products.

The position reports to our Head of Evida CO2 Program and will collaborate with the commercial organization and with senior leadership in Evida CO2 to drive commercial development and securing customer success.

Your primary responsibilities include:

- Collaborate closely with Sales Organization to drive customer engagementDevelop and support opportunities with Sales teamCreate business cases (with support from Finance) and material for management decisions Be a key partner for problem solving with Tender Managers
- Identify key improvement areas and develop proposals for new products, re-wiring of customer engagement, commercial optimizations, campaigns, etc.
- Market ownership with deep understanding of dynamics, trends and expectations
- Ownership on commercial optimization projects
- Project ownership of customer and product centric projects
- Commercial analysis for product
- Developing and executing on go-to-market strategy including target customers, routes to market, USP definition, campaign management, etc.
- Supporting or driving commercial strategic projects for Evida CO2

Preferred qualifications

You have a relevant master's degree within e.g. Business, Economics, Finance, Natural Sciences or Engineering (or from other field with relevant subsequent experience) with top results.

Most likely you have 2-10 years of experience from related field, as well as an excellent "consultancy toolbox" within project management, strategy development as well as PPT skills of transforming complex information to simple and understandable story telling.

Danish and English at negotiation level is a prerequisite.

Your background and professional acumen form most of your qualifications to succeed in this role.

However, personal characteristics and competencies are equally important in this position and to fit in with our team, which includes:

You are ready to take ownership of a business area and be responsible for success. You are passionate about what you are doing in your daily work and drive things forward in order to develop the business as well as develop yourself.

You are a teamplayer - relating well to people and comfortable to be around. You have great stakeholder management skills and are able to navigate in a large stakeholder landscape.

You have an experienced business acumen and analytical skills; you are a structured problem-solver and able to identify and prioritize key value creation levers and execute on them.

Finally, you are a keen oral and written communicator on all levels including top management.

Evida CO2 Offers

We offer you an exciting position in a start-up within a well-positioned market player and the opportunity to build something truly exciting. As Commercial Manager you will have

- The ability to heavily influence the future commercial success of Evida CO2
- An opportunity to be a part of shaping the future of CO2 transport in Denmark and being a reference case for the industry globally
- A highly digital workplace with large freedom to work away from the office

- Exposure to large parts of the organization and great career opportunities - you are hired to be one of the key commercial people in Evida CO2
- High impact commercial management topics and projects with a significant importance to Evida CO2

Ready to shape Denmark's energy future?

We will be conducting interviews on an ongoing basis, so please send your CV and application as soon as possible.

If you have any questions about the position, please feel free to contact Head of Evida CO2 Program, Mads Buus Kragegaard, at mabkr@evida.dk.

Apply now and become part of a team dedicated to driving innovation and sustainability in the energy sector. Together, we are ensuring a greener tomorrow.