

Business Owner and Sales Manager Marine Forecasting for Offshore Wind

Are you passionate about advancing the future in renewable energy and offshore technology through your commercial mind-set and solid business development skills in offshore wind and ocean engineering? Join us in further developing and selling our DHI BlueCast forecast services.

DHI is a leading international advisory and RD&I company that has been involved in more than 80% of all commissioned offshore wind farms in the world. **DHI BlueCast** ([DHI BlueCast / Marine Forecasting Solution / DHI](#)) is DHI's platform for operational marine forecast services. We deliver high-quality metocean forecast data for all marine projects with a strong focus on the offshore wind sector and related offshore infrastructures. At DHI we are very proud of what we have accomplished so far with DHI BlueCast and we are looking for a dedicated person to lead the growth and strategic direction.

We offer a flexible working environment and the opportunity to advance your career within a global company. By joining us, you'll not only be part of a highly successful international team of developing engineers, but also collaborate with world-leading offshore, environmental, and metocean engineering specialists who support the offshore wind industry and beyond.

Your role

As a Business Owner and Sales Manager for our DHI BlueCast forecast services in offshore wind engineering, you will be responsible for ensuring that customer needs are central in the positioning and further development of our forecast service DHI BlueCast, with primary focus on construction and O&M within offshore wind energy. You will also be responsible for developing and executing a sales strategy and sales action plan and taking part in our team of offshore wind business developers and sales staff.

While the core focus of the position is on forecast services through DHI BlueCast, you'll play an important role in nurturing and developing opportunities and business development across all DHI's offshore wind business areas, especially related metocean hindcast and online services such as [Metocean-on-demand.com](#).

Key Objectives

- Define the commercial product vision and strategy to ensure success.
- Develop and execute a clear sales strategy and action plan to drive revenue growth.
- Identify, assess, and nurture new business opportunities, including partnerships.
- Set clear priorities for product development and collaborate with the Product Owner to drive commercial success.
- Manage key DHI BlueCast projects, focusing on high-profile engagements.
- Drive order inflow and expand sales through global key account management.
- Strengthen internal and external stakeholder engagement.
- Optimize lead generation and proposal delivery.
- Align customer needs with technological forecasting solutions by consulting subject matter experts.
- Build long-term client relationships to reinforce DHI's position as a trusted advisor in offshore wind.

Where you'll be working

- The role is based in DK. The DHI office is in Hørsholm.
- The role includes travelling, estimated 5-20 travel days per year.

Your Qualifications

You are an experienced developing engineer, business developer, domain expert or related professional with at least 5 years of experience within business development, forecast technology and/or project management within offshore wind, especially in forecast services, metocean, environment, and/or marine and coastal disciplines. Furthermore, you have:

- A desire to move technology forward.
- A strong commercial and result-oriented mind-set.
- Superior communication and collaboration skills – DHI is all about teamwork!
- Excellent presentation skills to influence stakeholders.

- Fluency in English.

We offer you:

- The opportunity to have positive impact on the offshore industry in rapid growth.
- An informal and international working environment.
- The chance to shape and strengthen your skills, expertise and knowledge.
- A team of highly specialized and dedicated colleagues.

How to apply

- Even if your profile does not meet all our requirements, do not hesitate to apply. It is important to us that all our employees, both new and existing, are given opportunities for development.
- Please submit your application including Cover letter and CV via the relevant job posting on DHI's website: <http://www.dhigroup.com/careers>
- **Application deadline is 22nd of April 2025.**
- Applications will be evaluated on an on-going basis.