

## Bladt Industries appoints experienced Chief Sales Officer from IBM

As part of Bladt Industries' ongoing professionalisation, the company has appointed Nils Overgaard, one of the most experienced capacities in energy and renewables, as its Chief Sales Officer (CSO). He will be global responsible for the entire sales and business development.

"Nils has an in-depth understanding of where the industry and our customers are going – as well as the way in which we can contribute to optimising the competitiveness of our customers. He will be bringing these skills to Bladt with the aim of consolidating our customer relationships further," says Bladt Industries' CEO Klaus Steen Mortensen.

Nils Overgaard comes from a position as Head of Energy and Utilities Industry, Nordics at IBM and was previously responsible for strategic customers in the Nordics with Vestas Offshore.

"I have spent most of my career building long-term customer relationships internationally and creating close partnerships with customers. I previously refined this at Vestas and most recently at IBM – and I will continue to focus on this at Bladt Industries," says Nils Overgaard, who will be given responsibility for a new merged unit comprising Commercial & Sales and Business Development. The current VP for Commercial & Sales Lars Bender will continue as part of Nils Overgaard's team.

As a supplier of critical components to major offshore wind power projects, the aim is that Bladt will increasingly support the customers development of their businesses. The aim is to develop Bladt Industries' value chain in the marketplace and thereby future-proof Bladt as one of the world's most competent suppliers of components to the wind power industry.

Nils will join Bladt on 1 May and will be given the title of Chief Sales Officer, CSO.

### **About Bladt Industries**

*Bladt Industries is an international steel contractor specialising in large-scale and highly complex steel structures. Bladt operates in three key areas of business, providing steel solutions for the wind and renewable energy sector, for the oil and gas industry and for infrastructural projects. Additional information about Bladt Industries is available on [www.bladt.dk](http://www.bladt.dk).*