

# United Kingdom Jobs Expertini®

## Sales Director (f/m/d) GB & I for Energy Utilities - Siemens Advanta

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Company: Siemens plc

Location: United Kingdom

Category: other-general

Location: Manchester or other Siemens UK Offices  
Department: ADV EMEA DU  
Job Grade: ungraded  
Mode of Employment: Permanent / Full-time

**We are the catalyst for the industrial world's digital transformation.** Siemens Advanta unlocks the digital future of its clients by offering end-to-end support on their unique digitalization journey. We are advisors and a trusted solution partner in digital transformation and industrial IoT with a global network of more than 10.000 employees in 19 countries. Highly skilled and experienced experts offer services which range from consulting to design & prototyping to solution & implementation and operations. We aim to create a tangible impact on society by bringing state-of-the-art IoT use cases to life. We need game changers like you, to bring the next level of smart grids and digital infrastructures from mere concept to reality, develop tomorrow's digital utility, and address the most critical digitalization challenges.

### How will you help shape the future with us?

In your new role as the Associate Solution Partner EMEA for Energy and Utilities you are responsible to develop, implement and drive sales for Energy and Utilities customers leveraging our professional services and Xcelerator portfolio.

Identify C-Level and below decision-makers, build strong strategic relationships, become a trusted and valued partner and advisor to the client's CXOs and key stakeholders.

Build a pipeline and lead sales pursuit teams to engage clients and win strategic deals, driving closure of sales including negotiations for Advanta projects in Energy, Utilities across

GB&I and an additional region depending on your past experiences and existing client relations.

Nurture leads by assessing the opportunity, communicating the value propositions to the customer, with a timely follow up.

Manage sales through forecasting, qualification, account strategy, planning cost estimation, developing and, negotiating solution proposals encompassing all aspects of the deal. You are supported by an offer department/solution design team and project management office.

Orchestrate specific value propositions towards our customers while taking our and partner capabilities in consideration as well as the required value selling approach and competitor differentiation.

In collaboration with other Siemens business units/Siemens Operating Companies/EMEA Countries, you support the development and implementation of new services and solutions for a winning offerings.

As a member of the Digital Utilities vertical, you will be responsible for 2-3 key regions in EMEA.

Foster co-ordination in the regional organization and act as role model for Siemens Advanta values: Dare to Dream, Love our Customers, Team Wins, Enjoy the Ride.

**Use your skills to move the world forward.**

Education: Bachelor or master in electrical engineering, power systems or comparable.

Proven experience in sales of digital solutions, digital professional services, system integration with distribution- and transmission system operators, water utilities, and maybe Oil & Gas and power generation companies.

Existing customer relationships and networks across the Energy & Utilities businesses.

Working experience with renowned System Integrator would definitely be a plus.

Domain know-how of assets, systems and processes in energy or water utilities and power industry to ensure industry-specific proposal and use case development.

Understanding of technology stack including IoT architecture, edge devices, sensors, hardware, security, IT, OT, and AI especially in the energy domain. Experiences in cloud environments.

Understanding of the customer journey and operations in power grids: Anticipating what digital transformation means for our customers and proactively developing solutions also together with partners in the ecosystem.

Ability to present at C-level or board level and build informal professional networks and relationships across all seniority levels.

Entrepreneurial spirit and drive enable you to build something new under uncertainty.

Fluency in English. Arabic, French, Spanish or other European languages could be a plus.

What we offer.

2 to 3 days of mobile working per week as a global standard

Attractive remuneration package

Development opportunities for both personal and professional growth

A variety of flexible working models that allow time off for yourself and your family

Find more benefits

Individual benefits are adapted to meet local legal regulations, the requirements of different job profiles, locations, and individual preferences. **Make your mark in our exciting world at Siemens.**

As an equal-opportunity employer we are happy to consider .

- if you would like to find out more about jobs & careers at Siemens. - if you need further information on the application process.

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