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Strategic Accounts Manager - Robotics

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Company: Schneider Electric

Location: United Kingdom

Category: other-general

The Mission: The Robotics and Motion Industrial Automation V2 Strategic Account Consultant is responsible for supporting the Strategic Accounts and Segments through deep customer relationships. Presenting Schneider Electric's value propositions and develop Industrial Automation and Robotics business for the entire Schneider Electric offer through best-in-class account management consultative practices. The role is predominantly Business Development, your role will be to formulate and implement a detailed account plan for each of the strategic target accounts in your portfolio. Develop and maintain senior C level relationships to enable you to build a strong pipeline of opportunities to exceed your financial targets. Map and support with your extended Team your customers supply chain e.g., Contractors, SI's, Panel builders, OEM's, and IT Partners. Responsibilities: Maintain a working list of strategic accounts and develop prospects from above sources/activity. Platform & Qualify prospect list through research as well as F2F/Virtual touches. Create a sub-list of target & active conversion accounts to support the execution of Schneider solution including machine integrators, system integrators, channel partners. Bring in appropriate technical resource as/when needed to evaluate application and/or demonstrate product/software. Development of the commercial strategy includes pricing approach, prototyping plan, Internal ADE conversion resources, etc. Develop strategic plan for revenue generating for consultation, proof of concept, pilots and full projects executed by partners. Deliver complete plan to client to modernise their warehouse, logistic center, retail operations including proof of concept leveraging Schneider's digital twin platform, software, and other digital tools in order to secure business executed by partners. Report any information relative to external players or

market trends within the Segment, and any new product developments or launches to the appropriate resources. Liaising with the wider SE business, you will leverage your relationships within your accounts to identify opportunities to cross sell other Schneider Electric products and services, working closely with your colleagues in all business areas nationally and internationally. Jeff Walters Senior TA BP (Sales & Marketing) Talent Acquisition Global Human Resources Schneider Electric M E Customer Support United Kingdom Experience & Skills: Industrial Automation, Motion, and Robotics experience in warehouse, logistics, or retail applications, sales of robotic and motion systems into these segments, or consultative automation robotics role within the focus segments warehouse, logistics, retail. Strong business acumen to drive consultative approach for digital transformation and process modernization utilizing Schneider motion, industrial automation and robotics solutions. Expertise in developing a turnkey automation and digital solution for strategic end users. Highly experienced start-to-finish business development manager with a proven track record of specification switching, with the ability to work both independently and together with a highly matrixed Sales and Offer Marketing Team With a passion for digitization, sustainability, technology, and innovation you will take a keen interest in keeping up to date with the latest trends in the market and the key challenges that your customers face and need solutions for We know skills and competencies show up in many different ways and can be based on your life experience. If you do not necessarily meet all the requirements that are listed, we still encourage you to apply for the position. At Schneider Electric, Diversity & Inclusion is at the heart of our organisation, it's an integral part of our history, culture, and identity. We recognise that embracing diversity unlocks innovation and creativity and fosters collaboration. We want our employees to reflect the diversity of our communities and the customers we serve. As a result, our teams are stronger to drive the company's future. "We are proudly participating in the Disability Confident Program offering support to people in the workplace who consider themselves living with a disability." What we offer you: Competitive salary & Bonus Scheme, 28 Days Annual Leave + Public Holidays, Holiday Buy & Sell programme, Pension Scheme, Employee Share Ownership Programme, Various Health & Wellbeing Support Options, Gym Flex, Open Talent Market (internal mobility opportunities + access to mentors & projects globally), Shopping & Dining Discounts, Learning Portal and much more. Apply now: Please submit an online application to be considered for any position with us. You know about us, so let us learn about you! Apply today

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