

Account Manager - West

Location: Calgary, Alberta

ABOUT THE COMPANY

Phoenix Contact's roots are in Germany. Our headquarters are in Blomberg. Originally founded in Essen in 1923, we have grown over the years. With over 50 subsidiaries worldwide, we truly have Global reach. Together with customers and partners, we design solutions for the future using trend-setting connection and automation technology. Wherever they are needed - for example, in transportation infrastructure, electromobility, for clean water, regenerative energies and intelligent supply networks, or energy-efficient machine building and systems manufacturing. We face up to technological developments and the associated changes in society. With more than 100 years of experience in the field of machine building and automation, we are working on tomorrow's intelligent production today.

DESCRIPTION

This is a business development role intended to grow our sales in the Process industry/market. The BDM is expected to be a specialist in the target market and to be able to quickly identify opportunities for all PxC systems and solutions. The key is to build deep relationships across a complex ecosystem of decision-makers, influencers and stakeholders

Importantly the BDM is expected to identify opportunities early in the project or product development cycle and to position PxC as a potential supplier with all stakeholders. The aim should be to achieve preferred or approved supplier status by working with specifiers, end users, OEM's, Solution Partners and EPC's with a heavy focus on engineering companies. Once a project or opportunity is identified the BDM has a responsibility to collaborate with and direct other PxC regional sales resources to maximise the opportunity for PxC (both in Canada and through international collaboration).

The Business Development Manager - Process is a pivotal business development role focused on expanding our presence in the process sector. Responsible for managing a select list of large growth potential customers across regions. The ideal candidate will be a highly skilled relationship builder who can cultivate and manage connections at all levels of an organization, including the C-Suite. This individual will serve as the single point of contact and orchestrator for all activities related to projects in the process market, ensuring seamless collaboration and alignment between internal teams and external partners. They will represent the full Phoenix Contact portfolio for Connectivity, Automation, Cabinet Efficiency, and Power Reliability. The Account Manager will have an annual sales growth target to achieve for each Core Portfolio.

The BDM Process is also an Ambassador and Thought Leader for PxC in the target market and is expected to project PxC as a complete solution partner for companies in the market. This can be through participation in industry groups, associations, expert panels and speaking engagements.

POSITION RESPONSIBILITIES

- **Relationship Management:** Build and manage deep relationships with key stakeholders, including end-users, OEMs, consultants, and engineering firms. Develop a trusted network of decision-makers and influencers across the value chain, including C-level executives.

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- **Project Ownership:** Serve as the single point of contact for all projects within the Process market, coordinating with internal teams and aligning resources to ensure the successful execution of initiatives.
 - **Business Development:** Promote and develop business opportunities in the Process sector, focusing on Power-to-X (Hydrogen), Mining, Oil & Gas (O&G), Water/Wastewater and the Food / Beverage industry.
 - **Early Opportunity Identification:** Proactively identify and qualify opportunities early in the project or opportunity development cycle. Drive prescription and specification by working with decision-makers at end customers, Solution Partners, OEMs, and consultants.
 - **Strategic Collaboration:** Collaborate with Business Area Managers, Regional/District Managers, and other internal teams to develop targeted sales strategies that align with the company's business goals. Ensure that internal resources are effectively aligned to maximize business potential.
 - **Market Expertise:** Leverage deep industry expertise to guide decision-makers and stakeholders, ensuring the company remains a top choice for solving Electrical, Automation, and Networking challenges in the Process sector.
 - **Sales Planning:** Develop and implement a sales plan for the high growth potential Process accounts in conjunction with the Regional Sales Managers. Develop multi-level relationships within the organization including the executive level.
 - **Technical / Solution Selling:** Demonstrate technical competence on all systems / solutions with an understanding of how to integrate these into customer's applications and processes. Drive value-added / custom solutions within assigned account base, comprised primarily of End Users, Solution Partners, OEMs, end users and project business.
 - **Sales Management:** Manage an Opportunity Funnel in the CRM, ensuring enough business is being identified to achieve the regional sales goals. Working closely with Business Developers and Automation Specialists to leverage their support to grow the business in the territory.
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- Develop specialist business and technical knowledge of the Industry especially as these relate to PxC systems and solutions.
 - Work with key End Users, Consultants and Engineering Companies to identify and track important projects in the vertical market.
 - Collaborate with key End Users, Consultants and Engineering Companies to win a strong specification position (preferred, approved vendor etc).
 - Identify specific opportunities for PxC and collaborate with Business Area Managers and Regional/District Managers to align resources to maximise our potential business.
 - Promote PxC as a strong partner to solve Automation and Networking challenges for important stakeholders in the market. This can be through participation in industry events, associations for example. Take an "ambassador" and thought leadership role where possible. Lead with industry expertise. Develop a network based on industry and technology competence.
 - In collaboration with Business Area Managers, develop and maintain a 1 & 3 year Sales Plans for the market that clearly identifies potential business, target business and a road-map and specific sales strategies to achieve it.

QUALIFICATION REQUIREMENTS

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- Bachelors (4-year) University Degree minimum, business or science related or a college technical Diploma.
- Minimum 10 years in industry experience
- Superior skills in project management (complex long-term projects)
- Excellent communication skills (verbal/written) and presentation skills.
- Computer proficiency (Word, Excel, PowerPoint)
- Automation and Networking background with a major player in the vertical market.
- Extensive technical knowledge of instrumentation and electrical technology.

ESSENTIAL JOB REQUIREMENTS

- Attendance in accordance with company policies and participation in local, regional, and international meetings
- Must be able to travel overnight as required
- Must be able to travel via airplane
- Must have a valid driver's license and be able to operate an automobile for up to six hours at a time
- Must be able to lift 50lbs consistently (products, demo cases)

We are offering an attractive remuneration package, employee benefits and the opportunity to contribute to a fast-paced growing company with dynamic leadership and a history of growth and profitability.

Awarded one of Canada's Best Workplaces, we recognize people as our most valuable resource. We are an equal opportunity employer.

To apply for this position:

Interested candidate may reply in complete confidence by submitting a resume with a summary of achievements to **the HR Mailbox** at pxcca-sm-hr@phoenixcontact.com

Phoenix Contact Ltd welcomes and encourages applications from people with disabilities. Accommodations are available on request for candidates taking part in all aspects of the selection process.

We appreciate your interest; however only candidates selected for interviews will be notified.