

Automation Business Development Manager - East

Location: Montreal, Quebec

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

The Automation Business Developer will play a pivotal role in driving business growth and expanding market presence for Phoenix Contact's Automation solutions in Eastern Canada. This role blends technical expertise, strategic thinking and relationship-building skills to identify new opportunities, cultivate strong partnerships and convert prospects into loyal customers. Working collaboratively with the regional sales teams, distribution and solution partners, the Automation Business Developer will act as a trusted advisor and champion for Phoenix Contact's innovative automation portfolio, focusing on increasing specifications, market share and account growth and acquisition.

POSITION RESPONSIBILITIES

Strategic Business Development:

- Develop and execute a comprehensive business development plan for automation solutions in the eastern market with a focus on key industries, segments and niche verticals.
- Identify and pursue new business opportunities by leveraging market insights, customer needs and industry trends.
- Collaborate with Regional/District Managers and Account Specialists to prioritize target accounts and align strategies to increase market penetration and share of wallet (SOW).
- Build strong relationships with engineering consultants, system integrators, solution partners and other key stakeholders to win specifications and project opportunities for Phoenix Contact's automation solutions.

Sales Enablement and Collaboration:

- Drive new account development, awareness, consideration and adoption of Phoenix Contact Automation solutions for the East
- Partner with the regional sales team to provide technical expertise and strategic guidance to drive customer conversion and project wins.
- Work closely with distribution partners to enable their success in promoting automation products, ensuring alignment on goals and strategies.
- Actively engage with solution providers to develop joint opportunities and deliver value-driven automation solutions.
- Provide input on sales forecasts, opportunity tracking and customer insights through the company's CRM system.

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Customer Engagement and Solution Selling:

- Conduct in-depth needs analyses to understand customer challenges and position Phoenix Contact as a solutions provider rather than a product vendor.
- Develop tailored automation solutions that address customer requirements, demonstrating a strong understanding of applications, industry standards and advanced technologies like PLCNext and cybersecurity.
- Thought leadership and serve as a consultant to customers, offering innovative insights and expert guidance on integrating automation into their operations.
- Represent the company at industry associations, trade shows and seminars to promote automation solutions and enhance brand visibility.
- Active engagement and leadership in the automation industry via LinkedIn and other networks.

Market Research and Feedback:

- Monitor market trends, competitive activity and customer feedback to identify gaps and opportunities for Phoenix Contact's automation offerings.
- Provide actionable recommendations to the Head of Automation, Regional Manager and Product Management teams to guide product development and marketing strategies.

Professional Development and Knowledge Sharing:

- Maintain a high level of technical expertise in Phoenix Contact's automation portfolio, including PLCs, HMI, Ethernet, control IO, and emerging technologies.
- Share insights and best practices across the organization to foster continuous improvement and innovation. Collaboration with other Regional Business Development Managers.
- Participate in cross-functional discussions on branding, marketing and strategic initiatives to align automation business goals with organizational objectives.

QUALIFICATION REQUIREMENTS

- Proven track record in business development or technical sales within the electrical or automation industry in Canada.
- Strong understanding of automation technologies, industry applications and market dynamics.
- Experience using CRM systems for opportunity tracking and pipeline management.

ESSENTIAL JOB REQUIREMENTS

- Exceptional communication and interpersonal skills, with the ability to influence and build trust with diverse stakeholders.
- Self-motivated, results-driven and skilled in managing multiple priorities in a fast-paced environment.
- Willingness to travel to engage with customers, partners and industry events.

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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.