

Vertical Market Manager - Energy

Location: Canada

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 Vertical Market Manager (VMM) – Energy is a pivotal business development role focused on expanding our presence in the energy sector. 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 Energy vertical, ensuring seamless collaboration and alignment between internal teams and external partners.

The VMM will be responsible for identifying opportunities early in the project or product development cycle, positioning PxC as a trusted technology partner, and guiding projects to maximize business opportunities. The successful candidate will lead with subject matter expertise in Battery Energy Storage Systems (BESS), Transmission & Distribution (T&D), and Sustainable & Green Energy, positioning the PxC as a complete solutions provider in the Energy Market.

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.
- **Project Ownership:** Serve as the single point of contact for all projects within the Energy vertical, coordinating with internal teams and aligning resources to ensure the successful execution of initiatives.
- **Business Development:** Promote and develop business opportunities in the Energy sector, focusing on Battery Energy Storage Systems (BESS), Transmission & Distribution (T&D), and Sustainable Energy (Solar and Wind).
- **Early Opportunity Identification:** Proactively identify and qualify opportunities early in the project or product development cycle. Position the company as a preferred or approved supplier by working with decision-makers at end customers, OEMs, and consultants.

Vertical Market Manager - Energy

- **Industry Thought Leadership:** Act as a thought leader and ambassador for the company's systems and solutions in the Energy vertical by actively participating in industry groups, seminars, and associations. Position the company as a complete solution partner in the market. Build your digital footprint and brand using LinkedIn to develop content around your vertical, create awareness and provide insights.
- **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.
- **Vertical Market Strategy:** In collaboration with Business Area Managers for IMA and ICE, develop and maintain a 3-year strategic plan for the Energy vertical. This plan will identify potential business, target accounts, and specific sales strategies to achieve growth.
- **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 Energy sector.

QUALIFICATION REQUIREMENTS

- Bachelors (4-year) University Degree minimum, business or science related or a college technical Diploma.
- Minimum 5 years of experience in the Energy Sector (T&D, Solar and Wind) with a strong background in Sales and Key Account Management
- Superior skills in project management (complex long-term projects), business development
- Excellent communication skills (verbal/written) and presentation skills.
- Computer proficiency (Word, Excel, PowerPoint)
- Good understanding of Energy sector and related End Users, OEMs, Consultants

ESSENTIAL JOB REQUIREMENTS

- Attendance in accordance with company policies and participation in local, regional, and international meetings
- Must be bilingual in English and French
- Must be able to travel overnight as required
- Must be able to travel international
- Must have a valid driver's license and be able to operate an automobile for up to six hours at a time

Vertical Market Manager - Energy

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.