

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

The Account Manager role represents the Phoenix Brand and manages all customer activity for their geographical territory. The Account Manager will represent the full Phoenix Contact portfolio – Connectivity, Cabinet Efficiency, Power Reliability, Automation and New business. The Account Manager will have an annual sales growth target to achieve for the territory and for each core portfolio.

POSITION RESPONSIBILITIES

- Develop and implement a sales plan across a geographic territory in conjunction with the Regional Sales Manager.
- Demonstrate technical competence on all products/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 industrial OEMs, local end users and project business.
- Manage an Opportunity funnel in the CRM, ensuring enough business is being identified to achieve the regional sales goals.
- Fully utilize the CRM system to manage the customers database of contacts, call reports, and special pricing agreements.
- Working closely with the Business Developers and Automation Specialists to leverage their support to grow the business in the territory.
- Expand the product mix of Phoenix products used at the customer, measured by the Share of Wallet business.
- Working closely with our Channel partners, target and develop a plan to grow the business collectively.
- Support Regional and National programs created by the Product Marketing team in your territory.

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- Provide feedback to the Product Marketing on solution and product requirements relevant to customers in the territory.

QUALIFICATION REQUIREMENTS

- University degree and/or College Technician/Technologist diploma.
- 3 to 5 years Automation Technical Sales in the industrial automation marketplace.
- Good understanding of current automation and networking technology and applications.
- Good understanding of the sales cycle and selling techniques.

ESSENTIAL JOB REQUIREMENTS

- Attendance in accordance with company policies and participation in local, regional, and (inter)national meetings
- Must be able to travel overnight as required
- Must have a valid driver's license
- Outstanding communication skills – written, verbal and listening.
- Self-motivated with the ability to learn and adapt quickly.
- Strong interpersonal and negotiation skills.
- Must be able to prioritize and effectively manage multiple streams of work from various departments
- Must possess a credit card for expenses (will be reimbursed)

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.