

## External Job Posting

<b>Job Title:</b>	Global Project Pursuit Manager – Process Industry Automation
<b>Business Area:</b>	Industry Management & Automation (HQ Role based in UK)
<b>Responsible to:</b>	Director of Global Project Management – Industry Management & Automation (Bad Pyrmont, Germany)
<b>Salary:</b>	Competitive Salary & Employee Benefits Package
<b>Standard Hours:</b>	<b>Full Time:</b> 37.5 hours per week 8:30am – 5:00pm (Mon to Fri)
<b>Place of Work:</b>	HQ role- International based in UK
<b>Job Type:</b>	Permanent
<b>Start Date:</b>	November 2022
<b>External Date Posted:</b>	5 <sup>th</sup> September 2022
<b>External Expiry Date:</b>	-

### **Principle Duties:**

In this central position, you decisively support the activities within the branch process industry with focus on the European market especially the United Kingdom. You are responsible for the acquisition of national and international projects and the coordination with the local subsidiaries and further participants to finalize the project successfully. The customer relationship to EPCs, DCS suppliers, and End Customers is excellent, to achieve early involvement in projects and to gain important information.

Furthermore, the process industry is always informed and updated about the relevant technologies and solutions Phoenix Contact can provide which include initiation and conduction of customer trainings, product presentations, technology seminars and participation on sectoral trends events. Regularly reports to the headquarters, Global Project Management team to follow up the projects. This position assumes a high personal presence at our customers, and a regularly attendance at our locations in the United Kingdom and in Germany.

After your graduation as an electrical engineer, you have at least five years of practical experience in automation sales with focus on process industry and are familiar with international project management. Your personal strengths include business-fluent English, high intercultural competence, flexibility, open mindedness, and readiness to travel internationally. A highly interesting and varied task is awaiting you, offering you a high degree of self-responsibility and participation in an intercultural team.

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## **Main Duties and Responsibilities:**

**The tasks of the Global Project Pursuit Manager - To manage the relationship with the globally active EPCs/Contractors, MACs and End Users, and the international project activities related to their business.**

Act as a link between the EPCs/Contractors and the Phoenix Contact organization to:

- Obtain international project information
- Discuss and support projects in an early stage of involvement
- Conduct product presentations, technology seminars, Lunch & Learns and similar events
- Design in Phoenix Contact products into upcoming project specifications.
- Build up contacts and relationship to Lead- & Design Engineers of the EPCs and to
- Communicate and share relevant project information with the relevant project teams in the Phoenix Contact Group.

Act as a link between the Main Automation Contractors (MACs) and DCS suppliers and the Phoenix Contact organization to:

- Conduct product presentations, technology seminars, Lunch & Learns, concept selling
- Build up contacts and relationship to the key project stakeholders

Act as a link between the Key End Users and the Phoenix Contact organization to:

- Develop the Phoenix Contact image at the end customer and to
- Incorporate Phoenix Contact products into End Users' "Approved Vendor List"
- Conduct technology seminars and product presentations.

Within the organization of Phoenix Contact UK, and other Phoenix Contact Group companies:

- To provide training and support of the Phoenix Contact staff concerning process related Business.
- Provide support for process related national and international exhibitions and conferences.

Within the global Phoenix Contact organization:

- To generally safeguard internationally the position of Phoenix Contact with the global key customers and to improve overall relationships and visibility whilst focusing on securing the worldwide turnover.
- To maintain and transmit into the global Phoenix Contact organization a high level of knowledge of the product portfolio & market specific information (trends, strategy, competitors, pricing, etc.), as well as product functionality requirements to the respective Business Unit.
- To work closely with the dedicated technical support units in the subsidiary and headquarter.

### **At all times:**

- Know and apply the company's basic sales policies.
  - Represent Phoenix Contact in a professional manner to customers.
  - Act to maximise personal productivity and personal cost-effectiveness.
  - Maintain sufficient contact with other members of the organisation to ensure that good communications between customers and the Company are achieved and to maximise cross-sales opportunities.
  - Abide by the company rules.
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## **Person Specification:**

### **Desired Knowledge & Experience (Inc. Qualifications)**

- Degree in Electrical Engineering with strong background in Automation.
- A solid background in Process Industry Automation.

### **Desired Skill Set**

- Strong communication and interpersonal skills.
  - Robust sales personality and experience.
  - Good business and project management skills.
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### **To apply for this position:**

Please submit your curriculum vitae with a covering email and current salary details to:  
[jobs@phoenixcontact.co.uk](mailto:jobs@phoenixcontact.co.uk)