



Electronic Sales Engineer/Specialist

PHOENIX CONTACT Ltd.
8240 Parkhill Drive
Milton ON L9T 5V7
Phone: 800.890.2820
www.phoenixcontact.ca

Location: Ottawa, Ontario or Montreal, Quebec, Canada

The ESE will be responsible for the development of sales, market share, and overall DC business on an ongoing basis, maintaining and further developing the existing customer base as well as targeting and converting new customers throughout the East Region (Quebec).

Reporting to the National Sales Manager, the ESE will develop sales forecasts, goals and objectives while managing all aspects of the DC business in the region. The ESE will be the prime leader in the execution of strategies directed to increase DC sales and market share. The ESE will recommend opportunities to maximize sales and new customer acquisitions within the company's current industry segments, as well as new segments the company may be looking to enter.

The ESE is a critical role within the company, and the successful candidate will have the skills and experience required to achieve a doubling of sales in the region within five years or less. To accomplish this, the ESE will have the aptitude to work collaboratively across the company's logistics, operations, marketing, finance, customer service and product management teams to ensure that the company's complete business targets are achieved or exceeded. The ESE will be the primary point of contact for Global Key Accounts within the region.

The role requires a regular travel agenda across the region to visit key markets, customers, and distributors. The role requires a commitment to continuous learning and development.

POSITION RESPONSIBILITIES

- Meet or exceed sales growth objectives as established by the National Sales Manager.
- Demonstrate strong sales competencies; develop and maintain strong customer relationships. Become a trusted advisor that customers routinely turn to for design assistance.
- Focus on the customer by averaging a minimum of 16 sales calls / seminars per week, with at least 50% to assigned accounts.
- Utilize CRM tool as the primary customer planning, reporting, measurement, and opportunity tracking tool.
- Be proficient in and drive the use of all sales tools provided to support local markets.
- Actively participate in industry and trade related associations, as well as distributor and customer events.
- Become proficient on interconnect applications in the DC business unit's three key areas of functional design: Control, Power, and Networking. Demonstrate technical competence on all company's products / solutions within each area of focus.
- Independently and/or in conjunction with regional management, develop and implement effective Mutual Action Plans with assigned distributor locations.
- Develop an understanding of competitors, and their marketing, pricing, and sales strategies. Implement tactics to win against them in competitive situations.
- Maintain all corporate policies, procedures, and programs including quotations, lead follow-up, and timely reporting.



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- Work independently to manage and develop channel partners through utilization of joint sales activities, trainings, and mutual action plans.
- Drive value-added / custom solutions within assigned account base, comprised primarily of electronic OEM and CEM/EMS accounts.
- Demonstrate initiative by understanding what actions need to be taken and completing the required tasks while seeking the perspective of others as required.

QUALIFICATION REQUIREMENTS

- Bachelor's degree in engineering, applied sciences or business strongly preferred; will consider combination of other education and relevant technical experience.
- 5+ years of proven success in Industrial and Electronic Sales required.
- Experience managing sales through distribution channels is a key requirement.
- Computer proficiency, particular in MS Excel, Word, PowerPoint, CRM.
- Experience with Salesforce.com would be an advantage.
- Must be available to work outside of regular hours to facilitate and assist customer requirements
- Must be able to travel by air, and have a valid passport
- 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 travel overnight as required to effectively cover assigned territory

ESSENTIAL JOB REQUIREMENTS

- 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

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

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