

## WHO WE ARE

Schneider's purpose is to empower all to make the most of our energy and resources, bridging progress and sustainability for all. We call this Life Is On.

Our mission is to be your digital partner for Sustainability and Efficiency.

We drive digital transformation by integrating world-leading process and energy technologies, end-point to cloud connecting products, controls, software and services, across the entire lifecycle, enabling integrated company management, for homes, buildings, data centers, infrastructure and industries.

We are the most local of global companies. We are advocates of open standards and partnership ecosystems that are passionate about our shared Meaningful Purpose, Inclusive and Empowered values.

[www.se.com](http://www.se.com)

## ROLE'S MISSION

To drive growth for a defined portfolio of accounts by selling Schneider's products and services into your customers over the phone, but also growing the Customer Base hunting for new business, customers and opportunities of growth. Building and maintaining relationships with key stakeholders within your customer base and the Schneider Electric Business. Develop and implement a strategic portfolio plan with clear analysis and action plan to expand the range of products orders with an expectation of growing your accounts by at least 10% year on year. You will be required to understand a complex portfolio of customers and assess the opportunities for a large business with multiple product offerings. Intellect, tenacity and pragmatism are a must to succeed in this role.

## YOUR RESPONSABILITIES

Direct responsibility for managing a portfolio of customers with accountability for achieving growth targets agreed. - Identifying opportunities for growth of sales into a defined list of customers, working with all the Sales Force to expand the offer to customers.

Identifying and winning high value opportunities whilst leveraging the support of external sales and the business units to negotiate and close complex sales opportunities. Utilising and focusing on core IT offers with additional software and service related opportunities.

Develop and implement a strategic portfolio plan to deliver both short term tactical sales and long term strategic opportunities. Utilising and executing self driven campaigns, marketing plans and stakeholder/opportunity mapping. Working with marketing functions to accelerate growth, whilst driving a plan to seek out potential future customers.

Exceed the minimum sales levels within the department, maintain exceptional levels of customer interaction.

Fulfill all reporting and forecasting duties for your portfolio,

General housekeeping of customer information, platforming of accounts & recording of calls. Ensuring the customer details and contact information is continually maintained

Identifying zero spending accounts and developing into full portfolio accounts periodically.

Support regular sales campaigns within the department, with sales support, engagement in organising activities and material to support the sales culture within the department.

Develop and maintain a broad understanding of the Schneider Electric product and service offering. Engage in regular training and self learning to ensure you are able to educate customers on new products and communicate the Schneider Value proposition.

**Diversity is our heritage and our future. Be a part of it.**

### Schneider Electric

Schneider Electric Limited

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Registered in England: 1407228

[schneider-electric.com](http://schneider-electric.com)

**At Schneider Electric, Diversity & Inclusion is at the heart of our organisation, it's an integral part of our history, culture and identity. We recognise that embracing diversity unlocks innovation and creativity and fosters collaboration. We want our employees to reflect the diversity of our communities and the customers we serve. As a result, our teams are stronger to drive the company's future.**

**We are always open to a conversation around flexible working.**

**Please submit an online application to be considered for any position with us. This position will be posted until filled.**

**You know about us, so let us learn about you! Apply today.**

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