

## BUSINESS DEVELOPMENT MANAGER I

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Company: TE Connectivity

Location: Bogotá

Category: other-general

Job Posting Title: BUSINESS DEVELOPMENT MANAGER I

Job ID: [[id]]

Job Code: BUSINESS DEVELOPMENT MANAGER I (5-1-C)

Business Unit: Energy

Building: [[JobPostingBuilding]]

Band/Level: 5-1-C-[[customString6]]-[[custRole]]

Hiring Manager:

Recruiter: VALERIA VARGAS

Relocation:

Travel: 50% to 75%

Employee Referral Amount: [[erpAmount]]

Education Experience: Bachelors Degree (High School +4 years)

Employment Experience: 7-10 years

**At TE, you will unleash your potential working with people from diverse backgrounds and industries to create a safer, sustainable and more connected world.**

### **Job Overview**

TE Connectivity's Business Development Teams identify, develop, and implement near-term and long-term business development strategies relating to the development of new products, technologies and services. They identify markets and determine the feasibility of business and product development. Our Teams perform economic analyses on new or improved

product opportunities, develop business models and determine market trends to substantiate long-term prospects.

TE Connectivity, Energy Division is currently seeking an experienced sales professional to lead business development efforts for our Wildlife and asset protection(WAP) solutions. The WAP portfolio targets

1. Utility (Substation and overhead line)
2. Electrical equipment OEM's,
3. Industrial verticals; Rail, Wind, Datacenters, Oil, Power and Gas networks.

**What your background should look like:**

Individual will work as part of our Latin America sales team with a strong link to regional PM. The role will develop revenue for WAP solutions to provide clearance reduction insulation products and wildlife protection solutions. Customer interaction and technical field visit will form a significant part of the role, and ability to identify problems, define solutions independently and convert into opportunity in critical.

**KEY RESPONSIBILITIES:**

Primary responsibility:

1. To implement initiatives that aim to build brand recognition internally and within the target markets.
  - a. Actively follow and promote TE global WAP Market Strategy and articulate our value proposition.
  - b. Educate train front-end sales and channel partners to become independently capable of product promotion.
  - c. Attend relevant industry related seminars and exhibitions.
2. Develop the market for wildlife and asset protection solutions through value-based offerings to Utilities, electrical contractors, specialist distributor and other stakeholders serving the industrial verticals detailed above.
3. Working closely with PM to develop a strategy for share gain in the Utility, Industrial Markets and MV air insulated and GIS insulated switchgear
4. Prepare value optimised solutions for customers using WAP portfolio building blocks and PM resources. This will involve preparing techno-economic evaluations and following up with sales proposals. Establish & maintain close relationships with priority target customers and influencing groups.

5. The BDM will form an important role to support PM in the portfolio definition and investment strategy for new product development and is expected to offer proposals for portfolio expansion through organic and inorganic strategy.

6. Market Mapping: to ensure each country WAP representative gain a comprehensive understanding of their region/ country WAP market:

a. Understand requirements of target accounts: (i.e. Utility (Network Owners) and their respective supply chain: Design & Engineering companies, SS Contractors, MV OEM's, Installers, Market influencers)

## QUALIFICATIONS

### MANDATORY QUALIFICATIONS:

- Bachelor's Degree in Electrical Engineering.

### PREFERRED QUALIFICATIONS:

- Strong knowledge of Substation and Overhead distribution Business and previous experience in the Substation field (Utility or EPC / System Integrator experience is preferred).

- 8+ years of sales and/or technical(B2B) marketing experience in the Energy field or a related industry.

- Previous training in Energy components and materials technology

- Willingness to travel for business (50%)

### COMPETENCIES / BEHAVIOURAL ATTRIBUTES:

- Technical: Strong engineering capabilities to design WAP solutions from substation layouts and/or field visits

- Communication & Interpersonal Skills: Excellent communication skills to influence technical managers and facilitate B2B collaboration.

- Negotiation & Persuasion skills

- Strategic planning skills and ability to translate corporate and business unit goals & objectives into realistic marketing & sales plans.

- Creative

- Computer literacy: Proficient with basic computer applications such as MS-Office Suite, SFDC

## Competencies

Values: Integrity, Accountability, Inclusion, Innovation, Teamwork

## WHAT TE CONNECTIVITY OFFERS:

We are pleased to offer you an exciting total package that can also be flexibly adapted to changing life situations - the well-being of our employees is our top priority!

- Competitive Salary Package
- Performance-Based Bonus Plans
- Health and Wellness Incentives
- Employee Stock Purchase Program
- Community Outreach Programs / Charity Events
- Employee Resource Group

Across our global sites and business units, we put together packages of benefits that are either supported by TE itself or provided by external service providers. In principle, the benefits offered can vary from site to site.

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