

Strategic Sales Account Leader

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Company: emerson

Location: Bogota

Category: other-general

Responsible for the strategic sales activities for process system solutions (PSS) in Colombia. Primary duties include create and maintain strategic plans, identify business opportunities, build, and maintain successful relationships with key accounts, prospects and existing customers, keeping a solid funnel/pipeline, and maximizing business results in line with the company targets.

The Sales Executive would work closely with proposals and operations teams to reach PSS bookings targets for the assigned territory and accounts. This role will be responsible for engaging customers through events and presentations; acting as the liaison between proposals, operations, and business development; and leading market participation growth. In this role you will need to perform cross functional activities simultaneously such as acting as a Subject Matter Expert in front of customers, developing strategic sales plans, designing solutions in cooperation with LAM BDM and HQ specialists, validating proposals, managing opportunity funnel, and developing marketing plans.

Basic Functions:

Create and maintain strategic account plans

Assist in the development and implementation of marketing plans as needed.

Preparation of technical presentations for customer

Maintaining an updated funnel/Pipeline

Report monthly sales result and KPIs on a monthly basis.

Prepare opportunity reviews for upper management approval for Go/No go decisions.

Coordinate bid preparation with the Proposal's team.

Maintain contact with medium and high-level customers (decision makers)

Demonstrate ability to interact and cooperate with other business units (BU's) and regional management to facilitate and improve the achievement of objectives.

Adhere to all policies, procedures and business ethics codes and ensure that they are communicated and implemented within the Emerson team.

Responsibilities:

To achieve sales quota and targets assignment in a yearly basis

Provide timely, accurate, competitive pricing on all proposals submitted, while effort to maintain maximum profit margin.

Maintains accurate records of pricing market level, sales, and activities to report to PSS LAM Director & regional office.

Maintains accurate Win/Lost records for market analysis purposes.

To identify and develop the funnel opportunities and track it on a weekly basis in CRM.

To lead strategic presales activities with customers

To follow up Emerson policies and processes to register the project assignments.

To promote post-sales support in a lifecycle project

Solution Growth Strategies: Develop account penetration strategies and action plans on assigned customers that have high value potential for multiple industries.

The ability to communicate & apply that knowledge through Solutions Selling methodology and expertise.

Project Pursuit Sales Support: Lead and/or actively support project pursuit opportunities for the assigned territory in collaboration with other Emerson Business Units, Regional Sales,

and Site Leaders. The candidate should make sure business proposals for opportunities pursuit are clearly defined in terms of scope, cost, risk, terms, and conditions.

Demos & Presentations: Develop the ability to conduct live demonstrations & formal presentations that clearly communicate the capabilities and value for the EMERSON PWS Portfolio.

Supervisory Responsibilities: There are no direct reports for this position.

Ensure that all transactions are properly screened and recorded in accordance with the company's Trade Compliance procedures and to escalate any concerns or questions to the local Gatekeeper.

Skills:

Experience with large and complex organizations (matrix)

Understanding of Strategic Accounts, Sales Channels, EPC, OEMs and Private Market, customers, dynamics, and requirements.

Presentation skills

Willingness to travel and work in a global team environment.

Knowledge of Process Automation

Knowledge of cross business unit structure and business methodology

Requirements

5+ years of experience working in automation and control sales.

3+ year of experience in the Process Automation industry

Advance technical knowledge in control systems

Willingness to travel up to 50% of the time across assigned territory.

Education:

Bachelor's degree on Engineering, Automation Control, Sales Management, Science, or Business Administration

Language:

Spanish Native

English Upper Intermediate – B2

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