

Entity: APC by Schneider Electric
Position Title: Enterprise Account Manager
Location: The Netherlands- Vianen

Summary of Job:

The Enterprise Account Manager is a quota carrying senior sales position principally responsible for generating new sales and growing company's share of wallet within assigned Named Enterprise accounts. The primary objective is to build and establish strong and lasting relationships at executive level within specific Named Accounts and expand the reference into other Accounts in the same Vertical to produce incremental revenue and increase the company's market share. The Enterprise Account Manager is expected to uncover and close opportunities and projects in all departments of the organization through the provision of company solutions.

Essential Functions:

- 40% - Uncover and close opportunities within specific Named Accounts
- 25% - Maintain, Develop and leverage relationships with CXO, IT and Facility management and other key decision makers or influencers within the selected accounts
- 15% - Educate Accounts on the necessity for proper business continuity planning and APC-MGE solutions into the strategic spending plans of the account in the current/next fiscal year.
- 10% - Establish and execute strategic account plans by targeted account/Vertical in line with company strategy.
- 10% - Deploy all needed company internal resources against opportunities in order maintain satisfied customers

Secondary Functions:

- Sales Forecasting
- Rigorously use reporting tools (e.g. Siebel, cCentral, EFR, ESBAT) as the source and archive for all data, actions, commitments, and tracking of business.
- Feedback information on competition to increase our competitiveness
- Leverage other team members in our organization as well as channel partners and CE-firms to Surround-the-Customer in our efforts to offer right solution for clients needs
- Attending team conference calls
- Work with engineering team in creating integrated solutions that address complex problems with focus on the APC-MGE value proposition

Education:

Bachelor's Degree- Business/IT/Technical

Experience:

- Experience with required education - 5 - 7 years of related experience
- Experience without required education - 8 - 10 years of related experience

Solution-base selling experience

Networking – build and sustain an active network of both customer and internal company contacts to understand business processes and opportunities. Identify key decision makers, create and build relationships.

Drive for Results – strong will to compete and win and achieve in business environment.

Outstanding presentation skills required.

Must have demonstrated negotiation skills, be a self-starter, and a strong closer. Understanding of large business organizations and their buying cycles

Knowledge and Skills

Computer: MS Office, Siebel, Oracle

Mental: Strong mental stability

Physical: Good physical condition

Travel:

Daily IMMEDIATE LOCAL (within 2 hours in one direction)

Weekly DRIVING LOCAL (within 8 hours in one direction)

Interested?

Please contact:

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