

Commercial Leader for Spacelogic

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Company: Schneider Electric

Location: Poland

Category: business-and-financial-operations

We are seeking a dynamic and results-oriented Commercial Leader to join our Hub organization and serve as the primary business interface between Hub & Global Commercial and front offices Leader. In this role, you will be responsible for advocating market needs, structuring, and ensuring the execution of commercial excellence strategy for Mid-market business with an entrepreneurial approach. Key Responsibilities: Execute a 3-year growth plan for Small & Medium size buildings, including market assessment, go-to-market strategies, commercial policies, and tools and offers. Define the operating model in each of the European countries, aligning with country organization and identifying necessary commercial, strategic, and tactical actions for success. Develop a deep understanding of customer/market needs to add value and differentiate us from the competition. Conduct market analysis and competition benchmarking across different geographies within the Hub. Assist in tailoring tools such as CPQ/Assets/Training Requirements necessary for sales customization, training, and customer support requests. Handoff qualified prospects to appropriate Sales Manager and stay engaged throughout the entire sales cycle. Prepare commercial pitches with the support of the Global Commercial Leader and Solution Architects. Support offer discussion of Operational Offer Marketing (OOM) in zone and Application Marketing in Hub/Division. Ensure account saturation by effectively factoring in pull-through sales from Mid-market offer by Solution. Leading KPIs: Global category management: Orders, Sales, Gross Margin, Offer Launch & timelines Process: Tools (like QPC), assets & training BFO, Sales enablement kit, Competition benchmarking Qualifications and Skills: Business development strategy Sales and marketing campaigns

Market research and analysis Lead generation Customer relationship management Contract negotiations Sales forecasting Revenue generation Partnership and alliances Experience as a high-performing Territory Sales/Field Sales/Product Sales Consultant in the smart building realm Experience selling via channels or directly to end users Excellent interpersonal and communication skills in English Strong commercial acumen with the ability to drive large deals through multiple decision-makers Experience in developing and managing large end users and distribution Proficiency in navigating challenging sales processes Proven track record of delivering successful sales results Demonstrated ability to build, negotiate, and close deals Adaptability to changing schedules and customer requirements, and ability to work in high-pressure environments Autonomous, mature, and highly professional in dealing with individuals at different seniority levels Willingness and ability to travel within the given region as per business demands, occasionally at short notice Capability to make international business trips out of the given region

What we offer: EXCITING JOB in an international company, which is leading the Digital Transformation of Energy Management and Automation, with significant market share, DEVELOPMENT - the opportunity to gain valuable work experience in a supportive team of professionals, ONBOARDING TRAININGS to help you find your way in our company, WIDE CHOICE OF BENEFITS - private medical care, life insurance, sports card, performance bonus, benefits cafeteria with the possibility to exchange points for selected products or services, BENEFITS FOR EMPLOYEES' CHILDREN from the company's social fund, ADDITIONAL FAMILY LEAVE - for the birth of a child or adoption, to care for a family member or for bereavement (additional leave beyond the terms of labour law), PROJECT WORK OPPORTUNITY (e.g. ambassador programme, mentoring, digitisation projects), DIVERSE TEAM - working in a diverse team and the opportunity to use foreign languages in your daily work, ACCESS TO TRAINING PLATFORM - training tailored to your needs and career goals, RECOGNITION - points that can be exchanged for various products and services, PARTICIPATION IN CSR or SUSTAINABILITY PROJECTS - 1 fully paid volunteer day per year, EMPLOYEE REFERRAL PROGRAM - have a say in who you work with and get an attractive financial bonus, NO FORMAL DRESS CODE - we welcome people as they are and see diversity as a value to the company. And more... share your CV with us.

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