

## Sales Head for Digital Grid – CEE & Baltics

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Company: Schneider Electric

Location: Poland

Category: other-general

**PURPOSE OF THE SCOPE & JOB Position** Schneider Electric as the leader in supporting Utilities Digitization through the implementation of EcoStruxure Grid solutions. Develop and secure top line for Schneider Electric Digital Grid solutions in Central Eastern Europe & Baltics (Poland, Czech Republic, Slovakia, Belarus, Lithuania, Latvia, Estonia). The Schneider Electric Digital Grid suite of solutions includes: Advanced Distribution Management System (ADMS), Distributed Energy Management Systems (DERMS), Geographic Information Systems (GIS), Smart Metering Systems (HES/MDM/LVA) , Advanced Gas Management System (AGMS), Virtual Power Plant (VPP) and Demand Response Management Solutions. The role will require to strategically co-operate with the Schneider Electric regional Power & Grid segment leaders and local sales teams from each country, the HUB teams and other key stakeholders involved in the sales process (Marketing, legal, contract management etc) to create a strong pipeline of opportunities and promote the Digital Grid Solutions business. Key to success will be to actively collaborate with in-country teams and local partners to grow existing business with installed base customers and to initiate new customer connexions to create business opportunities to enlarge the marketshare EcoStruxure Grid. (Including Service offers, Cyber security, IT/OT convergence, Asset management, Partners offer implementation, etc.) You will play a key role in growing the business by generating pull through of overall Schneider Electric offers in the Power & Grid segment orders to build comprehensive Ecostruxure Solutions adding to Digital Grid feeder automation, metering, LV Analytics and more... as part of complete solution. Creating significant opportunitites for Utilities, New players of the energy industry. The capacity to identify

and build strong partnership strategies will form a pillar of your growth strategy, as will an in depth understanding of the regulatory and political environment applicable to the utility industry. Territory: Central Eastern Europe & Baltics (Poland, Czech Republic, Slovakia, Belarus, Lithuania, Latvia, Estonia). MAIN RESPONSIBILITIES Drive pipeline development & management within targeted accounts through dedicated support to FO in Western & Northern Europe: Efficiently manage the pipeline through the Customer Project Process Lead Pipeline review. Coordinate and have handshake with local country/cluster teams in customer platforming, targeting and account planning Make clear distinction between Software, Annual Recurring Revenue and Services, and push for more Software and ARR Cooperate with all stake holders in given geography to have support in preselling, tendering and execution phases of the opportunity. Act as one team with utility sales people in each country. Coach Power Systems BU heads or Schneider Electric country presidents (sales forces) in pitching and selling Digital Grid Lead specific initiative with key accounts Act as opportunity leader of his given geography and accounts Map, assess and target key utilities in digital transformation Lead demand creation plan at key targeted utilities: Pitch initial value proposition at C level Build business case for C Level and for operation management Lead innovation workshops sponsored by C level Identify opportunities to sell Contribute solutions Prescribe solutions Improve hit rates and secure order intake: Ensure that successful Commercial strategy is defined and implemented for Analytics Opportunities: Select most competitive execution setup Validate potential partnerships Finalize differentiating value proposition \* Validate offer and confirm potential deviations \* Define price target \*: in coordination with Solution Architects and Lines of Business Coaching of in country teams and key stakeholder (structure way to tackle relationship mapping of our customer's Decision Makers) Be opportunity leader for targeted projects Close deals Contribute to the worldwide Commercial Digital Grid team: Share with the Digital Grid Sales team new business cases, competition moves Attend training about new solutions (value prop, pricing, positioning) Be the main contact of Marketing team for regional initiative Reporting: Solid Line to Digital Grid Sales Director for Europe KPIs: Order intake Pipeline Growth and Hit Rate Order split between ARR, Software and Services Demand creation at targeted accounts: Number of C level meetings and of innovation Workshops Pipeline generated by targeted accounts PROFILE Minimum 10 years of experience in the Utility industry (DSOs, TSOs) Deep knowledge of utilities business models Knowledge of Utilities market drivers, basic knowledge on country regulations Successful experience in selling (participating) at least one of

the EcoStruxure brick (ADMS, GIS, AMI/MDM) for 5 years 5 years' experience as Opportunity leader, leading tendering & technical teams to capture Medium & Large sizes software bids (3 to 50M€) 5 years track records in C level meeting: Value prop pitching and Selling Secure with C Level and lead Innovation workshops Ability to build up systems approach from various angles and develop complex story Track records over 5 years in growing pipeline

Languages: English + Any other relevant language for the zone is a plus 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

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