

Solution Architect for Digital Grid

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Company: Schneider Electric

Location: Poland

Category: computer-and-mathematical

Are you interested in positioning Schneider Electric as the leader in supporting Utilities Digitization through the implementation of EcoStruxure Grid software solutions? Would you like to Influence and secure new customer capture for Schneider Electric Digital Grid solutions. Promote, showcase and tailor Schneider Electric's software solutions for customers across Europe in order to contribute to business growth and to strengthen existing relationships with key customers? Join us, we are looking for Solution Architect for Digital Grid. Location & commitments: Full-time job Employment contract Flexible working hours Location: Warsaw Responsibilities: Technical leadership responsibility for pre-sales activities of complex software solutions destined for utility customers Work with Project Managers to define the best technical approach to meet customer business requirements using one or more Schneider Electric offerings Lead the design and documentation of proposed customer solutions based on defined requirements Lead project requirements gathering workshops and develop resulting documentation Prepare project analysis, design, functional and interface specification documentation Map, assess and target key utilities in digital transformation Pitch initial value proposition at C level Build business case for C Level and for operation management Lead innovation workshops sponsored by C level Coach and train customer sales teams and Schneider Electric country management in pitching and selling Digital Grid Expectations: Solid experience in the Utility industry (DSOs, TSOs) Deep knowledge of utilities software business & utility projects Knowledge of Utilities market drivers, knowledge on country regulations Experience designing and implementing software solutions for one or more utility domains Successful experience in technical selling (participating) at least one of the utility software

solutions for 5 years Relevant experience as technical leader or leading tendering & technical teams to capture Medium & Large sizes software bids (3 to 50M€) Relevant experience 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 Experience in Geographical Information Systems (ESRI) would be a strong plus Fluent English 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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