

Solution Sales Rep EEM

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Company: Honeywell

Location: Warsaw

Category: other-general

Responsibilities

Responsible for hunting and closing enterprise Solutions opportunities to exceed monthly/quarterly/annual revenue targets for our offerings (Guided Work Solutions, Operational Intelligence, Smart Talk or other SAAS solutions)

Develop expert level knowledge of Honeywell offerings in the areas of operational intelligence, connected worker, voice enabled workflows, predictive logistics, mobility, and data analytics and monetization

Provide software sales specialist expertise and collaborate with the sales team to achieve maximum profitability and growth inline with Honeywell's strategy

Analyze customers' needs and use consultative selling skills to solve complex business problems while driving adoption for Honeywell PSS software solutions

Structure processes and incentives that will increase sales of the company's products and/or services with focus on transportation and logistics, warehousing and distribution, and retail

Establish and own the plans and strategies aimed at serving and expanding the customer base in Eastern Europe with the Honeywell PSS offerings

Key skills and qualifications

3+ years of enterprise Solutions Sales or business development experience (direct quota accountability) and a track record of meeting or exceeding sales targets year over year

Last 3+ years of selling to enterprise accounts into at least one segment of transportation and logistics, warehousing and distribution, and retail

English language native or bilingual proficiency

Polish at least B1

Strong executive presence – very comfortable with C-level, especially CFOs, CTOs, CDOs, CIOs etc.

Ability to negotiate and close multi-stakeholder Solutions deals for large and complex organizations

Nice to have

Demonstrated proficiency with data analytics and data monetization models

Effective communicator with ability to interact at all levels of client organization.

Understands and being able to articulate a value proposition to customers through solid organizational, presentation, and writing skills

A Bachelor's degree in a business or technical discipline

We offer

A great opportunity to match passion, skills, and opportunity

A nimble and agile solution software team obsessed about solving customers problems

A culture that fosters inclusion, diversity and innovation

Leading bonus and package along with continuous development opportunities

Equal opportunity statement

We are an equal opportunity employer and value diversity at our company. We do not discriminate based on race, religion, color, national origin, gender, sexual orientation, age,

marital status, veteran status, or disability status.

We will ensure that individuals with disabilities are provided reasonable accommodation to participate in the job application or interview process, to perform crucial job functions, and to receive other benefits and privileges of employment. Please contact us to request accommodation.

Join us now and make an impact!

#TheFutureIsWhatWeMakeIt!

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