

## Strategic Account Manager

PHOENIX CONTACT Ltd.  
8240 Parkhill Drive  
Milton ON L9T 5V7  
Phone: 800.890.2820  
[www.phoenixcontact.ca](http://www.phoenixcontact.ca)

**Location:** Quebec, Canada

The Strategic Account Manager represents the Phoenix Contact Brand and manages a select list of large growth potential customers in a region. The individual will have extensive sales experience and develop customer relationships at multi-levels of an organization. They will represent the full Phoenix Contact portfolio for the ICE / IMA customer base which includes solutions and products from the Business Areas (BA): Industrial Components and Electronics (ICE); Industry Management and Automation (IMA) and Device Connectors (DC). The Account Manager will have an annual sales growth target to achieve for the territory and for each BA.

### RESPONSIBILITIES:

- Develop and implement a sales plan for the high growth potential accounts in conjunction with the Regional Sales Manager.
- Develop multi-level relationships within the organization including the executive level.
- Demonstrate technical competence on all products / solutions with an understanding of how to integrate these into customer's applications and processes.
- Drive value-added / custom solutions within assigned account base, comprised primarily of industrial OEMs, local end users and project business.
- Manage an Opportunity Funnel in the CRM, ensuring enough business is being identified to achieve the regional sales goals.
- Working closely with Business Developers and Automation Specialists to leverage their support to grow the business in the territory.
- Expand the product mix of Phoenix Contact products used at the customer, measured by the Share of Wallet business.
- Working closely with our Channel partners, target and develop a plan to grow the business collectively.
- Support Regional and National programs created by the Product Marketing team in your territory.
- Provide feedback to the Product Marketing Team on solution and product requirements relevant to customers in the territory.

### QUALIFICATION REQUIREMENTS:

The ideal candidate will have:

- University degree and/or College Technician/Technologist diploma.
- 5-10 years Automation Technical Sales in the industrial automation marketplace.
- Good understanding of current automation and networking technology and applications.
- Good understanding of the sales cycle and selling techniques.

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### ESSENTIAL JOB REQUIREMENTS:

- Attendance in accordance with company policies and participation in local, regional, and (inter)national meetings
- Must be able to travel overnight as required
- Must have a valid driver's license

We are offering an attractive remuneration package, employee benefits and the opportunity to contribute to a fast-paced growing company with dynamic leadership and a history of growth and profitability.

**Awarded one of Canada's Best Workplaces, we recognize people as our most valuable resource. We are an equal opportunity employer.**

### To apply for this position:

Interested candidate may reply in complete confidence by submitting a resume with a summary of achievements to: [TKawado@phoenixcontact.com](mailto:TKawado@phoenixcontact.com)

We appreciate your interest; however only candidates selected for interviews will be notified.