

# United States Jobs Expertini®

## Solutions Sales Executive

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Company: Schneider Electric Norge AS

Location: United States

Category: other-general

The Solution Sales Executive is responsible for the development and execution of the sales cycle with strategic customer to identify and solve their complex problems. The Solution Sales Executive drives new business through the identification, development, negotiation, and closure of new opportunities with prospects and customers, and participates in the subsequent maintenance of customer relationships. Targets potential leads, qualifies them, and leads the pursuit team in crafting and positioning the deal. What will you do?

Generating sales orders that meet or exceed financial targets for the branch Conducting outbound sales activities such as cold calling, sending strategic emails, social media engagement, professional organizations, networking events, and qualifying sales opportunities. Meeting or exceeding activity metrics for calls, appointments scheduled, and generating sales opportunities. Lead interaction with pre-construction support team for developing cost estimates and proposals Creating monthly / quarterly account plans to drive new business. Conducting research on target accounts to identify key decision-makers and creating tailored messaging for each prospect. Partnering with the Marketing team to follow up on email marketing campaigns and nurturing prospects to convert them in appropriate timescales. Updating and maintaining records with the CRM (Salesforce) What qualifications will make you successful? Excellent communication skills and comfortable speaking with prospects and colleagues Proven track record of successfully building and maintaining professional relationships Implement proven sales strategies to best position the team for successful results Aptitude for understanding how technology products and solutions solve customer's business problems Excels in a high-energy, fast-moving sales team

environmentAbility to work collaboratively with employees within department and across functionsEnergetic phone skills, excellent listening skills, strong writing skills2-5 years of experience in Business Development, cold-calling, Lead Generation, or Sales is preferredKnowledge/experience in Building Automation, HVAC Equipment, Construction Management, Commercial Real Estate Development, Property Management What's in it for me? Career Growth and advancement opportunityExceptional compensation package with bonusExcellent benefits including Medical, Dental, Vision, Life Insurance, PTO, 401K with 6 % match, Stock purchase option, Tuition reimbursement, Wellness Program, company discounts, and much more!Who will you report to?This position reports to the System Sales Manager in Horsham, PA.Let us learn about you! Apply today. Why us?Schneider Electric is leading the digital transformation of energy management and automation. Our technologies enable the world to use energy in a safe, efficient and sustainable manner. We strive to promote a global economy that is both ecologically viable and highly productive. €25.7bn global revenue137 000+ employees in 100+ countries45% of revenue from IoT5% of revenue devoted for R&DYou must submit an online application to be considered for any position with us. This position will be posted until filledIt is the policy of Schneider Electric to provide equal employment and advancement opportunities in the areas of recruiting, hiring, training, transferring, and promoting all qualified individuals regardless of race, religion, color, gender, disability, national origin, ancestry, age, military status, sexual orientation, marital status, or any other legally protected characteristic or conduct. Concerning agencies: Schneider Electric does not accept unsolicited resumes and will not be responsible for fees related to such.

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