

United Arab Emirates Jobs Expertini®

Gulf Enterprise Sales Leader - Great Opportunity for Emirati

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Company: Schneider Electric Norge AS

Location: , , United Arab Emirates

Category: sales-and-related

Your primary responsibilities will include: The Secure Power division include a wide range of products (ie. 1Phase to 3Phase UPS, physical infrastructure, power distribution, environmental monitoring, and data center infrastructure management (DCIM) software) that are taken to market under either the Schneider Electric or APC brand. In this leadership role you will be driving End User sales for the Secure Power division at Schneider Electric (APC) regionally.

- Guide and manage your team members to maximize Secure Power opportunities in targeted MCTA/CTA with focus on Datacenter & Critical Infrastructure solutions.
- create solutions that meet end user customer's needs.
- Own funnel and forecast management cadence and process to drive team member accountability for team/individual targets.
- Drive the sales execution of Enterprise strategy overall for the region.
- Cultivate relationships at all levels within end-users and relevant ecosystem C-Suite.
- Understand the technical and commercial applications of the Secure Power products.
- Display experienced sales discipline and cadence with the value proposition of our products and services focused on end-users but with fulfilment through our value partner network of contractors, resellers, and distributors.

What skills and capabilities will make you successful? Bachelor's degree (preferably in engineering or technical but not essential depending on experience). 8+ years relevant experience as an individual contributor focused on selling of a variety of products, services (including software) and/or solutions to end customer as well via intermediaries such as contractors, distributors and resellers (i.e. channels). 3-5 years relevant people management experience as a sales Manager focused on building high performance teams selling of a variety of products, services and/or solutions to end customer as well via

intermediaries such as distributors and resellers (i.e. channels). Ability to work independently outside of the office (remote working) and manage a geographically dispersed team to ensure high performance. Self-starter with strong business and financial acumen and understanding of channel business models. Experience developing and delivering presentations to Industry and C-Suite audiences. Ability to travel 25-50% of time. Why us? At Schneider Electric we're committed to creating a workplace that gives you not just a job but a meaningful purpose in joining our mission to bring energy and efficiency to enable life, progress and sustainability for all. We believe in empowering our team members to reach their full potential, fostering a sense of ownership in their work. We embrace inclusion as a fundamental value, ensuring that every voice is heard and valued. We value differences, and welcome people from all walks of life. We believe in equal opportunities for everyone, everywhere. If you want to be part of a company where your contributions truly matter, where you are empowered to make a difference and where inclusivity is valued, we would love to hear from you. Discover your Meaningful, Inclusive and Empowered career at Schneider Electric. €34.2bn global revenue +12% organic growth 135 000+ employees in 100+ countries #1 on the Global 100 World's most sustainable corporations You must submit an online application to be considered for any position with us. This position will be posted until filled. Schneider Electric aspires to be the most inclusive and caring company in the world, by providing equitable opportunities to everyone, everywhere, and ensuring all employees feel uniquely valued and safe to contribute their best. We mirror the diversity of the communities in which we operate and we 'embrace different' as one of our core values. We believe our differences make us stronger as a company and as individuals and we are committed to championing inclusivity in everything we do. This extends to our Candidates and is embedded in our Hiring Practices. You can find out more about our commitment to Diversity, Equity and Inclusion [here](#) and our DEI Policy [here](#). Schneider Electric is an Equal Opportunity Employer. It is our policy 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.

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