

Solution Expert for Valves and Actuators Acceleration

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Company: Schneider Electric

Location: United Arab Emirates

Category: healthcare-practitioners-and-technical

Join the cutting-edge world of Digital Buildings at Schneider Electric, the largest Line of Business in the Digital Energy division. We're on the lookout for a forward-thinking Solution Expert for Valves and Actuators Acceleration to join our team in Montreal Canada or Andover USA. What will you do? Provide Pre-Sales Application/Technical support (at Global level) to win project business. Promote the Intelligent Devices offering and provide support and tools to increase business and sales, reactive and proactive. Be the trusted expert for Valves and Actuator. Take ownership of Intelligent Devices selection tools and develop strategies to maximize use of tools. Drive Offer Managers to refresh roadmaps by analyzing current market trends, customer needs, retrofit opportunities, etc. Drive countries' sales growth by providing offer specific trainings, support in submittals, value engineering, and valve take-offs.

Assist Offer Managers with product specifications, retrofit opportunities, and specific application requirements in new product development. Regularly assess the competitive positioning of the offers and identify opportunities to strengthen it. What qualifications will make you successful for this role? Bachelor's Degree in Mechanical Engineering or similar Technical Engineering field Masters' degree in technical field and/or Business Administration will be a plus. Minimum 3 years of experience as an Application Engineer focusing on HVAC Valves and Actuators Quick learner with excellent verbal and written communication skills Teamworking and collaboration capabilities Ability to influence stakeholders. At Schneider Electric, we value diverse experiences and encourage all interested candidates to apply, even if you don't meet all the requirements listed. Benefits Highlights In addition to medical, dental, retirement, and other typical benefits, we also offer: A hybrid work environment and

flexible work arrangement Employee and family assistance program Well-being program (training and coaching for healthy habits, and rewards for achievements) Annual discounted stock purchase offer Our Victoria office was recognized locally as a Green and Ocean Friendly business. Funding for employee clubs and resource groups. (For example: Toastmasters, yoga, floor hockey, soccer, photography, board games, etc. Good at oral & written communication in English to be able to communicate and collaborate with stakeholders based outside Canada Ready to make a meaningful impact in the global digital business landscape? Apply now and be part of our exciting journey! You must submit an online application to be considered for any position with us. This position will be posted until filled. #LI-Hybrid

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