

Vertical Leader Rail

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Company: Honeywell International Inc.

Location: dubai

Category: other-general

Join the industry leader to design the next generation of breakthroughs Vertical Leader Rail

The Vertical Leader Rail Vertical role is a true sales hunter capable of building strong relationships up and down the executive C levels of a major end user's organization. Liaising with consulting firms, engineering, and general contracting and other project stakeholders to secure hard specifications that meet and exceed customers' requirements. Build comprehensive end-to-end solutions and enforce specification that target all Honeywell portfolio of building solutions and services to maximize the use of Honeywell technology. Key Responsibilities:

- Good technical understanding of Rail Vertical systems and general LV systems BMS, Fire, Security and Access with a strong-bias on leading Integrated MSI, SaaS and IoT propositions.
- Develop business plans and go to market strategies that help the way for long term profitable growth of the business.
- Develop and execute sales and pursuit strategies; working with support functions, and SBU management to develop project execution plans for key Rail pursuits
- Develop key strategies to win Rail projects in META and assist in creation of market approach strategy with the regional Sales Leaders
- Develop C-level relationships within 10+ key End Users .
- Provide inputs on the Strategic Plan (STRAP) as required
- Drive relationships with key focused consultancies and market key players
- Drive business growth by discovering and building new opportunities, clients, and customers
- Identify, influence, qualify and develop new opportunities while defining a One BA value proposition for selected projects by utilizing specialist industry experience, deep market understanding, and senior relationships with Customers and Business Partners
- Communicate to leadership on a regular basis and

maintain records of key accounts' plans with stakeholder mapping across each account, pipeline /opportunity status (including RFIs/RFQs/RFPs), forecasting activity, and other information as requested. · Work closely and provide professional support and guidance to all Sales Key Account Managers to help them achieve their sales goals and common goals and objectives · Provide experienced technical input to the proposals team on key bids · Act as focal point of accountability for key tactical pursuits and coordination of resources. This will be done in close coordination with local SBU management · Support marketing efforts, including trade shows, publications and industry specific advertising · Work closely with GBE commercial teams to devise the best approach to achieve and drive a winning strategy · Work closely with GBE leadership and commercial teams to ensure alignment and avoid duplication of efforts · Set high standards for daily work ethics and manage team performance, and partner with Business · This role should master closing & negotiation skills to address resistance and ensure deal closure · This position will be measured on HBS KPIs which is not limited to: Rail pipeline growth, say-do conversion rate, stakeholders' engagement, and increase HON market share in Rail projects

Must have · Bachelors degree in engineering or business discipline · Minimum of 10+ years of sales experience preferably with multinational company with successful proved records related to Rail. · Experience with customer and people management and leadership · Experience with setting long term business strategy · Ability to understand HBS processes, commercial & contract terms · Excellent Interpersonal & presentation skills

If this is your dream role, then we'd love to hear from you! 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. #TheFutureIsWhatWeMakeIt

Additional Information
JOB ID: req439142
Category: Sales
Location: Emaar Buss.Park; Bld.2, Sheikh Zayed Road, Dubai, DUBAI, United Arab Emirates
Exempt Sales (GLOBAL)
#J-18808-Ljbffr

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