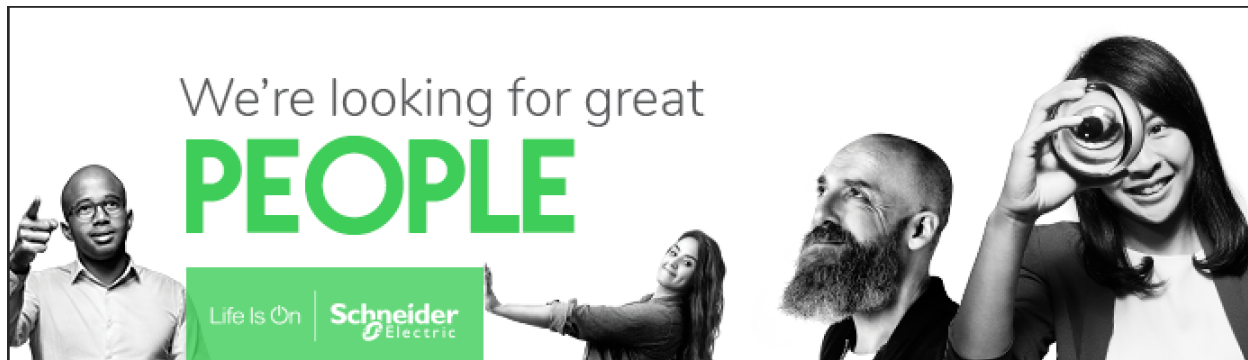




Do you dream of working in a company that is driven by a meaningful purpose? An inclusive company that empowers you to do your best and be innovative?

We are looking for **2021 Schneider Graduate Program (SGP) – Field Services Inside Sales Representative** to make a difference!

At **Schneider Electric**, we believe access to energy and digital is a basic human right. We empower all to do more with less, ensuring Life Is On everywhere, for everyone, at every moment. We provide energy and automation digital solutions for efficiency and sustainability.

Overview

SGP is the program which supports the acceleration of young talent with potential and with leadership ambitions. Including a Structured pathway designed to fast track development early on in their career, with 3 job exposures within a period of 24 months within organization.

The 1st role is Field Service Inside Sales Representative

The Field Service Inside Sales Representative is accountable for the promotion and sales of a broad range of technical services including the start-up, maintenance, testing, retrofit, upgrade and digital Services of all major manufacturer's electrical equipment installed at the customer's site. The Sales Engineer is also accountable for the selling of turnkey projects ranging from simple replacement of equipment to fully engineered solutions.

This position is responsible for developing and maintaining relationships with new and existing SE customers to identify the scope of work, estimate and sell system adds/modifications and maintenance agreements so as to meet or exceed his/her profitable sales target. The FSS develops new sales opportunities and addresses and services the needs of established accounts, utilizes excellent products/solutions/services and customer knowledge to educate customers on pricing and application advantages, and how they meet customer's needs. Creates FS Service proposals and close them facing the customer. He/she interacts with the account manager from the BU, FS tendering and FS Operational and Marketing to conduct the offering.

What you will do:

- Develops account profiles and executes the sales plan.
- Applies market and account skills necessary for dealing with specific assigned customers
- Identifies and contacts potential customers or prospects, either existing or new.

- Secures customer satisfaction overseeing all ongoing activities with the customer (orders, delivery)
- Utilizes bFO (Salesforce.com) for sales funnel management and for Account Planning
- Provides monthly forecasts and summaries in a timely manner
- Participates in the preparation of analysis and reports on field service performance
- Prepares sales quotations and proposals with the help of quotation team in respect of FS expected margin
- Educate customers on all SE products and services with special attention on Recurring and digital Offers
- Coordinates and/or attends trade shows and marketing/sales seminars as needed

Experience and skills we are looking for:

- Masters/Bachelor Degree in Electrical Engineering or equivalent
- Ability to build a sustainable and reliable relationship with the customer. The concept of Customer Intimacy is critical in Field Services
- Ability to build rapport and relationship and communicate effectively with customers including C-level
- Thorough knowledge of Schneider Electric services offers throughout the Asset Management Life Cycle of the product is a plus.
- Proficient in Microsoft Office suite and ERP/CRM related tool
- Responsibility to manage SCM related issues in country as single SCM representative.
- Fluent in English is preferred

We are looking forward to welcoming you in our team!