

## Account Manager II

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Company: Honeywell

Location: El Biar

Category: other-general

### Responsibilities

- Achieve product line AOP orders, revenue, gross margins with planned linearity
- Build strong high performing team of PMC account managers, CBM, specialist, TSC
- Achieve product line AOP orders, revenue, gross margins with planned linearity
- Build strong high performing team of PMC account managers, CBM, specialist, TSC
- Execute growth strategy for product line — account development, OEM, migrations, services, geographic expansion, segment strategies
- Drive overall pipeline to 3x of orders target including for NPI
- Implement efficient MOS to drive laser sharp focus on orders, revenue growth and profitability
- Drive product line specific growth initiatives in participation with global marketing
- Define direct vs channels go to market strategy and ensure strict implementation of same. Own selection of right channels got respective product line.
- Provide business development support to channels and help channels achieve AOP
- Monitor product line specific competitive, market, NPI and win loss trends for agile corrective actions to grow market share
- Pricing control to maximize profitability
- Conducting demand generation activities for product line in conjunction with sales & marcom (campaigns, roadshows, lunch & learns, events, seminars, etc.)

- Provide presales and post-sales support to resolve product line related internal challenges and drive customer satisfaction by escalations / resolutions wrt (P&E, OMT, customer care, service, lead times, pricing, sourcing, ISC, etc)
- Help resolve technical issues with orders clarifications, revenue
- Ensure that the sales channels to the market, both direct & indirect, are fully capable to deliver this value proposition effectively to the customers.
- Position cross PMC portfolio
- Effectively engage with systems sales, EPC, SCA, Mega projects and HPS installed base team to maximize PMC pull through

### **Key Skills and Qualifications:**

- BS or BA or BE Degree - Preferred in: Engineering, Automation, Technology or Business (or equivalent knowledge / experience in these fields). MBA preferred.
- 10+ years working with front end customer facing roles including sales, marketing and project management with expertise in Modular Systems product line.
- Preferred Qualifications:
- Strong product line (multiple products) and industry knowledge, preferably customer relationships also
- Hands on CRM, SAP and various other tools
- Experience planning, developing and executing sales campaigns or programs in specific markets or for specific products
- Ability to work in matrix and environment of management by influencing
- Strong growth mindset
- Full understanding of the gas transportation and distribution business and the challenges faced by this industry,
- Proven sales skills in handling key accounts with clear and demonstrable sales results
- Management experience, prior experience leading a team (virtual)
- Ability to lead change and establish metrics/key indicators
- Strong understanding of sales and operations
- Broad knowledge of PMC portfolio
- Excellent communication skills and relationship building skills, at all levels of the organization
- Track record of developing, executing and achieving tactical and strategic initiatives

through active leadership that positively impact global businessplans, operating profits, practices, policies and procedures.

- Workingin highly matrix organization
- Multilingualskills and cross-cultural experience
- Ability totravel 40%

### **We Value:**

Proficiency in French & English (written and verbal)

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. Please contact us to request accommodation.

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