

Argentina Jobs Expertini®

PWS Sales Director, Latin America Sales

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Company: emerson

Location: Buenos Aires

Category: other-general

If you are a Sales professional looking for a growth opportunity, Emerson has an exciting opportunity for you! Based in NOLA locations, you will build, develop, and handle the sales team to grow the Power and Water business in Latin America.

In this role, your responsibilities will be

Build, develop and be responsible for the sales team to grow the Power and Water business in Latin America

Implement growth strategies in accordance with current and encouraged market conditions

Develop plans to best meet business commitments given the market volatility in Latin America. Ensures clear communication of progress, forecasts, risks, and mitigation plans to the executive management team

Handle close working relationships with country business leaders to ensure alignment and support

Implement strategies and tactics for success on pursuits, and lead presentation of the complex proposals to the upper management (Delegation of Authority process)

Implement validated system penetration and driven displacement strategies, while strengthening the relationships with existing customers

Provide regular updates on progress to the Automation Solutions leadership team of Latin America

Own the Latin America sales team and ensure that they are aware of the latest technology and products and can build custom solutions for customers

Craft effective sales strategies to grow business funnel and meeting presentations specific to PWS' products and capabilities

Own the complexity of a multi-site/matrixed organization while driving metrics throughout the organization to ensure efficiency and consistency

Provide the leadership, vision, and mentorship to profitably grow the business and to ensure the specific objectives are met, all in a manner consistent with the company's operating model

Lead and drive collaboration with the Aspentech - OSI team in Latin America to develop and implement integration plans that support successful orders growth for the transmission and distribution business in Latin America

Provide SAM updated information in order to size the market and competition

Develop strategies to improve Lifecycle Service business across LAM

Who you are:

You set daring goals and have high standards.

You consistently apply a business driver and marketplace focus when prioritizing actions.

You view talent development as an organizational imperative.

You lead the risk that comes with moving forward when the outcome isn't certain.

For this role, you will need:

Bachelor's degree or equivalent experience in engineering, or related technical field

10+ Year of professional experience in the automation business

Sophisticated knowledge of Power Generation applications such as Thermal, Hydroelectric and NC Renewables (Wind, Solar and BESS) to drive consultative selling strategies

A minimum of 5 years of Sales experience in process system software and hardware such as

DCS, control systems, SCADA, transmission, generation, and distribution software packages, renewables Wind and PV

Must be proficient in English and Spanish, Portuguese is a plus.

Proven leadership, communication, conflict resolution and interpersonal skills.

Willingness and ability to travel up to 50% to Latin America, and occasionally US locations

Network of contacts in Utility scale Power Plants across LAM

Candidates must be willing to relocate to Mexico, Colombia or Puerto Rico

Preferred qualifications that set you apart:

Proven understanding of the Power industry including generation, transmission and distribution and familiarity with the Latin America market

Sophisticated knowledge of PWS products and technology and the ability to demonstrate these to solve customer's problems

confirmed experience handling/leading multicultural teams with direct reports

Previous experience on Proposals or Project Management is a plus

Master's or equivalent experience in business administration (MBA) is a plus

Our Offer To You

Benefits At Emerson we offer a competitive benefits package to recognize and support our employees.

Commitment with Diversity and Equal Opportunity. Emerson is committed to its core values and believes in respecting DE & I. We do not discriminate and welcome all qualified candidates to apply and become part of our family, no matter the gender identity, race, sexual orientation, disability, age, religion and/or nationality.

At Emerson we have different Employee Resource Groups that demonstrate our commitment with DE&I. Through continuous development of activities, programs, and social awareness.

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