

Global Account Manager Process Industry

In this central position, you support the activities within the branch Process Industry with focuses on the European market especially the United Kingdom. You are responsible for the acquisition of national and international projects within the Oil & Gas Industry, Refineries and chemical Industry. You are responsible for the coordination with the local subsidiaries and further participants to finalize projects successfully. Your customer relationship to EPC contractors, DCS / Safety Suppliers and strategic end customers is excellent, to achieve early involvement in projects and to gain important information. Furthermore the process industry is always informed and updated about the relevant technologies and solutions Phoenix Contact can provide which includes initiation and conduction of customer training, product presentations, technology seminars and participation on sectoral trend events. You report directly to the Phoenix Contact headquarters and the process team to follow up the projects. This position assumes a high customer presence and a regular attendance at our locations in the United Kingdom and in Germany.

After your graduation as an (preferably) electrical engineer you have had long term practical experience within the Oil & Gas Industry, chemical Industries and Refineries. You have a well established network in the Oil & Gas Industry and with EPC Contractors. We are looking for an internationally focused self motivated networker with high level of energy and a person who is able to achieve multi level selling and is accustomed to working on long term projects.

Your personal strengths include high intercultural competence, flexibility and readiness for international travelling. A highly interesting and varied challenge is awaiting you, offering you a high degree of self-reliance and participation in intercultural/international project teams.

Interested?

We are looking forward to your application! Interested candidates should apply with comprehensive application papers including current remuneration package. Please feel free to contact us if you have any further questions.

Contact

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