



Engineered to order. Built to last.

Distribution Automation Business Development Manager

Since 1905, G&W Electric has helped power the world with innovative power systems solutions and products. With the introduction of the first disconnectable cable terminating device in the early 1900s, G&W began to build a reputation for engineering creative solutions to meet the needs of systems designers. Solutions which today have extended far beyond cable accessory products and into the latest in solid dielectric and SF6 insulated switchgear, solid dielectric insulated reclosers, system protection equipment, distribution automation solutions, and distribution and transmission cable accessories. Located in Bolingbrook, Illinois, USA, the plant covers over 371,000 square feet and represents a showplace of modern engineering, manufacturing and marketing technology.

Why join us? G&W enjoys a long reputation for product quality, innovation and world-class customer service to the power industry. We have established this reputation by believing that our greatest asset is our employees. We owe our success to the initiative and talents of highly skilled individuals within our team-based organization. Our goal is to set the standard for customer satisfaction by ensuring a superior level of service, performance and innovation. As a global organization and industry leader, we are committed to cultivating an engaging work environment that embraces our core values and develops our talent. Our continuous focus on growth and innovation means that you become part of a company that provides challenging opportunities, rewards excellence and combines your individual expertise to achieve a higher level of shared success.

SUMMARY OF RESPONSIBILITIES:

The Automation Business Development Manager is responsible for working with the Regional Vice Presidents, Rep network, and customers to specify and select automation solutions. Responsibilities include development of G&W's DA market message for the area covered; identification, planning, market introduction, and promotion of new DA solutions.

The Distribution Automation Business Development Manager is also responsible for competitive evaluation, product positioning, and commercial marketing activities in conjunction with Product Managers and Commercial Marketing team.

ESSENTIAL DAY TO DAY FUNCTIONS:

- Develop and implement an annual sales and promotion plan for assigned products and territory that produces rapid market share and sales growth. Monitor monthly achievement and take corrective action when necessary to achieve plan.
- Travel as primary liaison to the sales force, providing value selling support, product training, and support at key customers and sales representatives.
- Translate customer's expectations into functional requirements, and lead team in proposal development efforts.
- Influence customer specifications to be favorable to G&W solutions.
- Assist RVP's and Reps in managing customer expectations through the approval process and factory acceptance testing.
- Participate in promoting and supporting national and regional conferences where DA will be promoted by G&W.
- Obtain market information on customer needs through market research, Voice of Customer surveys, customer visits, and sales/application group feedback.
- Evaluate competitive product features, pricing, and positioning and develop "how to sell" materials and training for the field sales organization, in conjunction with the Product Manager.

- Insure that G&W reps and RVP's have the tools and training required to support customers and growth. Drive automation competency throughout the organization

QUALIFICATIONS / EDUCATION

- Bachelor's degree (B. S.) in Engineering from four-year College – A concentration in Electrical Engineering is preferred. An MBA is desired.
- 5-10 years in a sales, application engineering, or product marketing role specific to industrial automation or utility automation (preferred), with at least 3 years in a systems or solution sales environment.
- Knowledge of Utility and Commercial/Industrial markets and customers desired.
- Proven history of consistent sales and market share growth.
- Must be proficient with MS Office suite for PC.
- Must have excellent oral and written communication skills, and project management skills.
- Energetic, aggressive and focused.
- Highly motivated self starter that delivers results on time and with high quality.
- Good organization skills.
- Strong interpersonal, listening, questioning and communication skills (written and oral).
- Entrepreneurial, and behaves as an owner of the company.
- Able to multi-task and collaborate cross-functionally with other team members.
- Ability to travel overnight up to 50%.

G&W offers a competitive salary commensurate with the candidate's level of experience, as well as an excellent benefits program including medical, dental, short term/long term disability, life insurance, and a 401(K) retirement plan.

To apply please send your resume to careers@gwelec.com

EEO M/F/Vet/Disability