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Power Electronics Global Account Manager (£65000 – £75000 basic plus benefits)

Description

Reporting directly into the European Sales director. Our client is looking for a Global Account Manager to sell their Power Electronics product portfolio (batteries, power supplies, passive electronics etc).

The Global Account Manager is the primary interface with the customer and is responsible for managing all aspects of the assigned customer accounts relating to pricing and customer service. The Global Account Manager is also responsible for identifying prospective opportunities within current customers.

The candidate can be based anywhere in the United Kingdom. Candidates based near an airport in the United Kingdom will gain an advantage (Heathrow, Gatwick, Edinburgh, Birmingham, Manchester etc), as there will be international travel.

Responsibilities

- Be the primary focal point for the customer in terms of strategic issues, customer relationships, problem and conflict resolution and escalation. Be knowledgeable, involved and responsible in every aspect of the customer relationship. Support the effort to attract new opportunities as assigned.
- Regularly report to executive management team on customer and account status, opportunities, problems, issues and outlook.
- Demonstrate clear leadership of entire team in maximizing the opportunity of the account and customer in both the short and long term.
- Take charge of and lead team in addressing problems, opportunities and other “hot spots” in a quick, decisive and effective manner.
- Consistently communicate schedule, milestones and progress to appropriate levels of management
- Overall financial responsibility for profitability of each product sold
- Limit liability by managing and negotiating contractual limitations.
- Conduct regular customer meetings including, but not limited to Monthly meetings, Quarterly Business Reviews and Strategic Business Reviews
- Coordinate and facilitates the management of internal teams assigned specifically to customer account.
- Identify and nurture further business expansion opportunities within the customer, including the coordination of Business Development Managers, as may be assigned to specific customer accounts
- Routinely travel to customer’s sites as needed to accomplish duties and responsibilities.
- Routinely travel to manufacturing sites to coordinate and collaborate with site level resources.
- Prepare annual business plans for each account that is managed, including Budgets, Forecast and Risk Mitigation plans as may be required
- Directing focused customer growth based on the requirements of the Divisional Leadership Team
- Establish standard methodologies for project and program management, in conjunction with existing Procedures

Hiring organization

Sundridge Search

Employment Type

Full-time

Industry

Electronics

Job Location

United Kingdom (based anywhere)

Working Hours

Normal hours of work are 0900 to 1700, Monday to Friday with 1 hour break for lunch. You may be required to work outside these hours as necessary for the proper performance of your duties)

Base Salary

£ 65000 to £ 75000 - £ OTE
Uncapped

Date posted

November 10, 2023

- Focal point for ensuring customer complaints are resolved in a timely and effective manner.
- Maintain an in depth knowledge of industry to support growth and diversification and to ensure that we are benchmark in meeting customer expectations.
- Responsible for resolving open customer supplier financial issues including past due payments, material and labor variances, and obsolete and excess material.

Qualifications

Candidates must have power electronics experience

Job Benefits

- £65000 to £75000 basic salary plus benefits
- Company car or car allowance
- OTE (Uncapped)
- Pension (10% vs 8%)
- Health Care
- Home office allowance
- Laptop & phone

Contacts

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