

VACANCY

POSITION	Systems Sales Engineer Denmark
LOCATION	Denmark
REPORTS TO (Title)	Systems Sales Director
DATA POSTED	

SUMMARY OF ROLE

Primary purpose of the job is to work in conjunction with Instrument & analytical-, Valves-, Internal Sales, BDM and project department to achieve system sales targets by selling and supporting Emerson Process Management Products in existing accounts and generating new business within a geographical territory or industrial focus in Denmark and NEE.

SPECIFIC JOB RESPONSIBILITIES

- Promote the sale of products & services within a customized sales area ensuring consistency with PlantWeb concepts & applications.
- Visit all existing system accounts & potential customers in the customized area to identify current & future potential for Emerson system products and develop long term relations.
- Understand customer business drivers & goals and keep up-to-date with customer's business situations.
- Prepare and be responsible for an annual booking budget by product/value/period
- Submit weekly call plans, analysis sheets & reports
- Report on quotation & project potential including regular update of PATT
- Obtain competitor pricing & product information and share this information with the rest of the organisation.
- Keep up-to-date with developments and trends in products, industries and market conditions
- Liaise with Internal Sales to prioritize quotation effort and share knowledge on applications, products, Site Plans, information and ensure customer service levels are maintained.
- Liaise with Instrument sales and Peab (valves, AMS) to generate common site plans for

targeted accounts

- Involve and liaise with Product Managers and project department when required to get necessary technical and application support.
- Ensure that all transactions are screened and filed in accordance with the Company's Trade Compliance procedures and to escalate all questions to the local Gate keeper.
- Actively work to ensure that quality processes and instructions are being adhered to.
- Participating and generate quotes into customers in Denmark and NEE.

REQUIRED QUALIFICATIONS AND EXPERIENCE

- HNC/Degree in Engineering Discipline or equivalent
- Background in Instrumentation/Sales Engineering
- Industry knowledge/business knowledge
- PC Literate
- Basic selling skills
- Moments of Truth Customer Satisfaction workshop
- Apples & Oranges business workshop
- Product/Application training

REPLY TO WITH CV	Adriana Olar (Adriana.olar@emerson.com)
FOR FURTHER INFORMATION	Mats Nilsson (mats.nilsson@emerson.com)
CLOSING DATE	10/January/2012