

## Client Manager Enterprise Business EMEA

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Company: Siemens A/S

Location: Ballerup

Category: other-general

**Client Manager - Enterprise Business** Make your mark in our exciting world at Siemens. We are a collection of over 372,000 minds building the future, one day at a time. Together, we create technologies that take society further. We're looking for people with the skills and vision to build a better tomorrow. Join our Smart Infrastructure RSS team as a Client Manager (account manager) and help us re-imagine the world by finding solutions and making the world a smarter place for tomorrow. If you have a passion for building customer relationships, whilst creating innovative solutions then this could be the role for you!

**What part will you play?** As part of a global team, you will be responsible for driving and developing our enterprise business in the Nordics. In your new role you will be the driver for accelerated and sustainable growth of SI RSS and SI portfolio within Solution and Services, and with selected key customers, mapping out key decision makers, identifying their pain points, implementing the necessary strategy to increase revenue and sales. As the Client Manager, you will have extensive knowledge on the customer's specific strategy, needs and business environment which will enable you to create opportunities for SI RSS portfolio, including qualified sales leads generation - cross border & cross BU. You will define and implement the account business plan (3-5 years) and the account strategy, including pain points, inside selling development tracks and mapping out decision makers. You will act as main point of contact, introduce value packages, build customer-centric value proposition offers and create new revenue streams e.g. User-centric approach. You will initiate, facilitate and contribute to contract negotiations for products, projects and service or solution assignments. Furthermore, you will contribute to the set-up of a customer account

team implementing systematic application of AM methodology and be accountable for the development and achievement of sales and Share of Wallet targets for selected accounts at senior management and C-Suite level. The role will be based in Ballerup or Malmø and besides excellent English language skills, you will be fluent in either Danish or Swedish **Use your skills to move the world forward** We are looking for someone who have a couple of years of sales experience and is ready to take it to the next level. You are customer obsessed and brings an extensive level of customer/account development to ensure customer satisfaction at a Nordic level. As a Client Manager, you will have a track record in increasing revenue, sales and strategic planning. Experience working with design & engineering offices, ICT, consultants or general contracts and EPC's is a must We are looking for a future mindset who can bring innovate, challenging and diverse ways of working across our external and internal customers. **We've got quite a lot to offer. How about you?**

infrastructure RSS enables the way we want to live – happily, comfortably, sustainably and in harmony. We do this from physical products, components and systems to connected, cloud-based digital offerings and service. From intelligent grid control and electrification to smart storage solutions, from building automation and control systems to switches, valves, and sensors. If we all thought the same, we would never think of anything new. That's why we recruit phenomenal minds from all walks of life. We recognize that building a diverse workforce is critical to the success of our business, therefore we encourage applications from a diverse talent pool and welcome the opportunity to discuss flexibility requirements with our applicants to encourage agile working and innovation. **Ready to take on the challenge?**

**Apply now** ! We are looking forward to receiving your online application. For questions about the position, please contact Hiring Manager Massimiliano Arrigoni via +44 7808000156. For questions about the recruitment process, please contact Nordic Senior Talent Acquisition Partner Rikke Pihl at rikke.pihl@siemens.com. We look forward to receive your application!

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