Business Development Manager - BESS & Statcom

ABB (www.abb.com) is a leader in power and automation technologies that enable utility, industry, and transport and infrastructure customers to improve their performance while lowering environmental impact. The ABB Group of companies operates in roughly 100 countries and employs about 140,000 people.

In Canada, ABB employs close to 5,000 people from coast to coast. We are the market leader in power transmission and distribution and hold leading market positions in most key product areas.

Your responsibilities

ABB is hiring a Business Development Manager (BDM) to work within the Grid Integration/Power Converter Solutions business and will be based in Canada, primarily covering the Canadian market. This position is responsible for securing established order volumes; growing a pipeline of new order opportunities; coordinating and performing proposal activities and representing the business in various Marketing and Sales venues and roles to develop new and recurring business opportunities.

Customer markets served include: utility, industrial, renewable and commercial markets with Energy Storage, STATCOM, Static Frequency Converter products, solutions and services used to distribute electricity efficiently and reliably, maintain power quality, control and manage electrical networks.

Essential duties and responsibilities include but are not limited to the following:

- Meets or exceeds established individual and group order and margin targets.
- Develops and maintains strong knowledge of the relevant markets, applications and solutions offered by the Power Converter Solutions and extended ABB businesses to maximize the customer value proposition and foster customer relationships. Target development opportunities in specific sectors (Wind, Statcom, BESS, Port electrification).
- Plays a key role in developing and implementing sales and marketing strategies. Orchestrate Sales strategy for the key opportunities under his responsibility.
- Supports management with key data and insights on market dynamics, trends, competitors, target opportunity status, and key tactics being employed to effectively capture opportunities.
- Drives sales and pipeline growth through a combination of leveraging existing ABB sales channels (FES, reps, etc.) as well as performing targeted direct sales activities.
- Manages and maintains pipeline and forecast information for accuracy and status in various databases and other reporting tools.
- Increases internal and external market visibility and penetration by supporting marketing activities including development of marketing materials, presentations, customer and channel communications and participation in various industry events, webinars, etc.
- Develops strong internal and external network to achieve results.
- Creates and manages support of the extended proposal team to produce quality customer proposals including Commercial, Technical and Contractual components.
- Adheres to internal sales process guidelines and approvals requirements. Generates and/or assists creation of internal sales pursuit documents, including but not limited to pre-bid reviews, pricing and cost models, risk-review and sales hand-off documentation.
- Ensures final customer contracts and orders accurately reflect negotiated commercial, technical and contractual parameters.
- Coordinate opportunity Capture Team producing turnkey bids and proposals under his responsibility.
- For the assigned opportunities, responsible for overall proposal preparation until award of the projects
- Responsible for cost estimate for local scope for turnkey bids under his responsibility.
- Responsible for all post-bid activities (clarifications, answers to customer’s inquiries, negotiations, etc.) until the contract award, the closing of the file and Proposal lessons learned.
- Provide Sales Support to the Front End Sales organization in order to detect, create and anticipate opportunities for the unit.
- Research and anticipate the needs of our customers in order to better develop a proposal approach before the start of their procurement process.
- Keep informed of general economic situation in order to anticipate specific customer investments and activities.
- Travels approximately 50% on average. Varying business requirements may dictate more or less travel at different times. Performs the necessary activities efficiently during flexible work hours and during business travel. May require travel domestically or internationally to interface with customers, vendors and partners. Requires ability to attain any needed travel credentials.

Your background

- Bachelor’s degree in electrical engineering, and 10+ years of relevant industry experience required including markets, technology and sales and/or business development experience.
- Ability to work with and drive cross functional teams with various stakeholders including internal/external operations, engineering, sourcing, legal, etc.
- Good written and verbal communicator and comfortable with making presentations both internally and externally.
- Strong negotiation skills. Able to deliver outcomes that are favorable to both customer and ABB.
- Acts with integrity
- Strong time management skills with demonstrated ability to manage multiple priorities concurrently and successfully.
- Effectively communicates with various stakeholders including customers, vendors, partners, management, etc.
- Process oriented individual with strong analytical skills; Ability to comprehend a complex process and execute it effectively
- Self-motivated, ability to perform with minor supervision. Possesses a drive for results.

More about us

ABB is an Employment Equity Employer and values a diverse workforce. ABB will provide reasonable accommodation to applicants with disabilities. In support of our Employment Equity Program, women, aboriginal people, members of visible minorities, and/or persons with disabilities are encouraged to apply and self-identify in the application process. We also offer a stimulating work environment, competitive salaries and a complete benefits package.
ABB is prepared to act on requests for disability accommodations that might be required to allow any disabled person to access our facility. Please advise us if any attending person requires/requests some specific form of disability accommodation.

The masculine form is used as neutral gender and includes men and women.

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<th>Location</th>
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