

Strategic Account Manager - Controls, UK

Ref. SAM_CO_UK_2609

Location: Remote - UK



Company Overview

Carlo Gavazzi is a recognized global leader in the design, manufacture, and marketing of components and networked solutions for Industrial Automation and Building Automation. The Group offers a broad portfolio spanning sensors, relays, and energy management solutions, serving customers worldwide with innovative, high-quality products.

The products are marketed across Europe, America, and Asia-Pacific through a network of 23 own sales companies and around 60 independent national distributors.

The Opportunity

This role drives new business growth by developing strategic accounts and prospects identified by the Product Line Manager (PLM), with direct accountability for converting targeted opportunities into long-term customers. Reporting to the PLM, the position manages a defined portfolio of strategic accounts within the Energy Building Efficiency, Energy Management, EV, Microgrids, and industrial electrical distribution industries, combining strategic sales execution, deep technical expertise, and market insight to accelerate new product adoption, influence product strategy through Voice of Customer feedback, and build long-term customer relationships.

Key responsibilities:

- Develop and execute a targeted sales strategy for existing and prospective accounts in commercial energy management, microgrids, and industrial electrical distribution.
- Identify and capitalize on new business opportunities by leveraging market insights and industry trends.
- Drive new product adoption through tailored value propositions that address specific client needs.
- Build and maintain strong relationships with key decision-makers to foster long-term partnerships.
- Conduct thorough market analysis to identify emerging opportunities and competitive threats within strategic industries.
- Translate Voice of Customer (VoC) insights into actionable recommendations for Product Line Management, shaping product roadmaps and strategic initiatives.
- Track and report sales performance, pipeline progression, and account development using the IFS CRM tools.
- Deep technical expertise and proficiency in product applications, enabling effective customer consultation and solution recommendations.
- Analyze sales data to make strategic decisions, optimize capture rates, and enhance new business closure rates.
- Utilize data-driven analysis to refine sales strategies, optimize capture rates, and improve new business conversion.
- Represent Carlo Gavazzi at trade shows, digital events, and industry conferences to strengthen brand presence and forge strategic partnerships.
- Lead client presentations and strategic discussions, showcasing leadership and technical expertise.



Qualifications

- Bachelor's degree in Engineering or a related field.
- Minimum 5 years of industry experience in one or more of the following sectors: Energy Building Efficiency, Energy Storage, EV, or Distributed Energy Resources.
- Proven expertise in strategic prospecting, negotiation, value-based selling, and advanced communication techniques.
- Strong understanding of industrial automation products and applications and applications, with the ability to develop and present technical solutions.
- Experience managing international or global accounts, demonstrating the ability to navigate complex organizational structures.
- Ability to analyze market data, interpret business trends, and make informed strategic decisions.
- Business proficiency in English; additional European languages are advantageous.
- Familiarity with CRM platforms.
- Willingness to travel extensively in his region and communicate with peers across regions to manage global accounts

Competencies

- Self-motivated, proactive, flexible, and capable of working independently in a dynamic international environment. A strong challenger of the status quo with a focus on continuous improvement.
- Demonstrates initiative and the ability to drive strategic projects with minimal supervision.
- Brings high energy and enthusiasm to engage with clients and internal teams.
- Effectively collaborates across functional teams to achieve strategic objectives

Benefits

- A dynamic role within a globally respected automation company
- Collaboration with passionate, high-performing teams
- The opportunity to influence innovative, end-to-end product solutions
- Competitive salary and comprehensive benefits package
- Career growth opportunities within a fast-growing international organization

Application process:

Interested candidates are invited to submit their CV to GlobalTalent@carlogavazzi.ch

Please reference **"Strategic Account Manager - Controls, UK"**

Learn more about us www.gavazziautomation.com or visit our [LinkedIn page](#)

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