

Sales Account Orchestrator (Defence Industry)

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Company: Siemens

Location: Bayswater

Category: other-general

Siemens Digital Industries Software is a leading provider of solutions for the design, simulation, and manufacture of products across many different industries. Formula 1 cars, skyscrapers, ships, space exploration vehicles, and many of the objects we see in our daily lives are being conceived and manufactured using our Product Lifecycle Management (PLM) software.

We are looking for a competent, highly motivated and results proven Sales Account Orchestrator to passionately grow our Siemens PLM Software business in Australia's Defence industry.

As part of the Software sales team, you will handle and execute Defence industry focused, consultative and value-added software sales engagements (typically medium size to large engagements to enterprise-size companies) through productive business relationships with customers and prospects. Using appropriate methods, lead the formation and execution of a cohesive customer sales strategy, to drive the sale of software. Contribute to the development and execution of financially quantified value propositions, business cases and solution visions specific to a customer or prospect.

The successful candidate will be a part of our Australia and New Zealand (ANZ) Sales team with a good opportunity to grow your career and portfolio with Siemens.

Key Responsibilities:

- Plans sales volumes and potential of target Defence industry customers.
- Provides information via CRM for forecasts and planning.
- Analyses the customer's markets, strategy, position and needs.

- Investigates for and evaluates specific business opportunities, for customer related product and service portfolio.
- Prepares customer contacts, builds, and maintains a customer focused network in order to develop both customer and industry sector expertise systematically.
- Prepares and negotiates projects, proposals, in cooperation with other involved professionals and management.
- Coordinates the realization of assignments, may coordinate, and contribute to set up respective product developments, projects or services programs for the customer.
- May act as a point of contact in commercial matters.
- Completes sales and revenue related key reporting.
- Contributes to the development of a customer needs focused After Sales Service.
- Uphold the professional integrity of Siemens at all times.

Requirements:

- Hold Australian citizenship and based in Australia.
- Graduate in Mechanical/Electronics Engineering or equivalent.
- Minimum 5 years of Software sales experience with a validated track of sales record in Defence industry customers.
- Experience in selling PLM Software, vendor or reseller market experience capacity with subscription business model are highly preferred
- Demonstrated ability to lead very complex software selling environment with proven ability in achieving target.
- Good business insight foresights in handling forecasts and targets.
- Good working knowledge in selling Enterprise Software and leading accounts around the ANZ region.
- Attention to details, thoroughness, dynamic with excellent leadership and high level of accountability.
- Proven self-starter/motivated and ability to work well under pressure.
- Demonstrate excellent communication and presentation skills.
- Good in negotiation and objection & conflicts handling skills.
- IT savvy and ability to multitasks.

Working at Siemens Software

Why us?

Working at Siemens Software means flexibility - Choosing between working at home and

the office at other times is the norm here. We offer great benefits and rewards, as you'd expect from a world leader in industrial software.

Siemens Software, Transform the everyday.

#LI-PLM

#LI-Hybrid

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