

Rockwell Automation Korea Job Description



Job Title:	PCAM(Power Control Area Manager)
Work Location:	Seoul
Reports to (Direct/Indirect):	Power control business manager

JOB DETAILS

Key Responsibilities

- **Implement sales & marketing plans** for assigned Power control products to meet or exceed annual sales goals
- **GDSP(Global disciplined Sales Process) - Review the forecast and front log**, define the growth / recovery activities with branch sales & channel and support WSC(Win Strategy Call).
- Execute **Customer conversion plan** for target account / application
- Provide ongoing **pre-sales customer engagements** including marketing events, understand customer's challenges, provide product demonstrations, proof of concept, and proposal support
- Provide **business and product / solution updates to sales team** and the channel, always strive to increase competency and knowledge

KPI (Key Performance Indicator)

- Monthly:
 - Revenue target (overall and key focus BU's / initiatives)
 - Funnel health (projection, trend, opportunities created)
 - Review cadence - key actions to review forecast, improve funnel, actions to close must wins
- Quarterly:
 - Z2/Z3 conversions / Initiative Wins
 - Key product launch KPIs (on time execution of launch, unit volume sales)
 - Number of marketing events & product / solution updates
- Individual development:
 - Product & application solution development

KEY COMPETENCY REQUIREMENTS

- ♦ High level of expertise in and knowledge of Intelligent Motor Control, LV Standard Drives, MV Drives & Starter and Electric system.

- Intermediate level of expertise and knowledge of Integrated Architecture, Premier Integration
- Basic knowledge of all our products
- Intermediate level of expertise in Industry Knowledge, Application Knowledge, Customer Buying Behavior, Key Competitors, OEM Business Drivers (Understanding of needs of OEM customers), Process Business Drivers (Understanding of needs of Process Solutions customers), training Skills

EDUCATIONAL QUALIFICATIONS / WORK EXPERIENCE / LANGUAGE

- BS Degree in Electrical Engineering, or equivalent.
- Min 5 years relevant experience, preferred sales, market development and technical experience in LV, MV drive and MCC business.
- Good understanding in electrical system including power distribution and motor control.
- Good command in English communication in both written and verbal.