

Sales Operations & Data Business Partner, Building Segments

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Company: Schneider Electric

Location: Spain

Category: business-and-financial-operations

Mission The Building Segments is one of the 8 global sector teams at Schneider Electric and drives c. ~€2bn of annual orders. The Sector teams contribute to the Group's agenda on growth above market, with a specific focus on digital, software, services and sustainability. Their mission is to act as an expert center for the Group on becoming the trusted partner of End-Users across the chosen sectors. As such, the Global Segments are there to: Provide differentiation through unique value propositions and solution leadership in the respective markets Support C-level Customer relationships and create the path to become the preferred digital & technology partner of key accounts Drive sector demand (total segment orders) Build digital transformation value for Schneider's customers in their markets (L2/L3 orders). The Building Segments team leverages all Schneider Electric technologies to make Building Portfolios, Building Assets and Spaces we live in everyday more Sustainable, Efficient, Resilient and People-Centric. The team delivers this value proposition across 5 practices: Healthcare, Hotel, Retail, Real Estate and Design Firms with demand generation objectives (orders), and with a team composed of practice leaders, account managers, solution specialists and strategic marketeers. The Building Segments organization functionally reports into Digital Energy, a division of the Energy Management Business of Schneider Electric, yet its scope is global and not limited to Digital Energy technologies. Responsibilities and Deliverables Data Quality & Adoption, Sales Operation & Excellence Understand Group reporting rules for Global Segments & ensure that the data quality at the Building Segments level is abiding by the global rules Support sub-segment leaders on the execution of the Data Quality activities in their respective sub-segments

and in various countries Ensure that all global accounts covered by the Building Segments have the correct data reporting structure in BFO Ensure that the reporting of any orders related to One Software scope, the Sustainability Business Division and The Prosumer businesses of Schneider Electric are accounted for – according to Group rules Work with the Strategic Account Executives and Sub-Segment leaders to ensure that this reporting structure is implemented at global level, in countries, and maintained year over year Consolidate and maintain the level of awareness on customer coverage and bFO processes through continuous training Business Partner role for Performance and SIP Reporting bFO dashboards for real-time high level numbers monitoring Provide reliable and accurate data tables for the measurement of monthly and quarterly performance of the Segment, Sub-Segments and the Global Accounts, including any reforecast exercise. Challenge the data if need be. Help analyze trends, pipelines & results, segmentation and customer typology analysis, forecast accuracy and build strategic data sets for market analysis and future planning, including ratios setting Provide reliable and accurate data tables for SIP measurement annually – and work with the Global Building Segments President and the Sub-Segment Leaders on any reconciliation issues Ad-Hoc requests Identify and propose any necessary evolution of reporting / dashboards Work on ad-hoc data requests from the Global Building Segment President and Sub-Segment leaders – in support of account strategy analysis, sub-segment saturation or strategic analysis Requirements for the role Excellent attention to detail – fluency in Excel is a must Structured way of working Demonstrate a customer centric mindset: excellent position for someone currently in a finance role or sales excellence role to work inside a team that is extremely customer centric. CRM knowledge and/or knowledge of the Schneider finance system such as BFO, Tableau. Greenberry, SE Intel is a requirement International, multi-cultural mind-set and approach Business Developer - Resourceful and self-starter attitude, interest to roll-up one sleeves, and get things done Team Player - Passionate and dynamic professional with the energy and ability to build trust and foster collaboration across the team; Collaborative team-oriented style Candidates qualifications Work experience: Solid experience, working in a Finance or Sales Excellence function at Schneider Electric No experience at direct people management is required as this is a single contributor role Education: Bachelor's degree. Languages: Fluency in spoken and written English; Any other language is a plus Other: excellent Excel skills and MS Powerpoint, and presentation skills. Excellent command of numbers and financial / performance analysis Other information on the role · Location: position ideally located in France – Grenoble or Le

Hive, Rueil-Malmaison; But open to discussion if absolutely necessary. European location in any case – to be discussed with the right candidate. · Travel: very limite At Schneider Electric, Diversity & Inclusion is at the heart of our organisation, it's an integral part of our history, culture, and identity. We recognise that embracing diversity unlocks innovation and creativity and fosters collaboration. We want our employees to reflect the diversity of our communities and the customers we serve. As a result, our teams are stronger to drive the company's future. “We are proudly participating in the Disability Confident Program offering support to people in the workplace who consider themselves living with a disability.” What we offer you: Competitive salary & Bonus Scheme, 28 Days Annual Leave + Public Holidays, Holiday Buy & Sell programme, Pension Scheme, Employee Share Ownership Programme, Various Health & Wellbeing Support Options, Gym Flex, Open Talent Market (internal mobility opportunities + access to mentors & projects globally), Shopping & Dining Discounts, Learning Portal and much more. Apply now: Please submit an online application to be considered for any position with us. You know about us, so let us learn about you! Apply today. #LI-AN1 #CVL .

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