https://www.artemys.be/job/business-developer-electrification-and-automation/

Account Manager – Electrification and Automation

Hiring organization
Artemys

Employment Type
Full-time

Duration of employment
Unspecified

Industry
Energy and automation

Job Location
Flemish Region

Date posted
20 April 2026

Valid through
01.04.2026

Description

On behalf of our client **Siemens**, a key player in enabling efficient and demand-driven management of energy production and consumption, we are looking for an experienced and driven **Account Manager – Electrification and Automation**, who will have the opportunity to work with a wide range of cutting-edge products and systems, tackling complex challenges daily in a dynamic, international environment.

Location: **Flemish Region**

Responsibilities

Siemens is a leading multinational technology conglomerate, specialising in industrial automation, building automation, electrification, and digitalization. As the largest engineering company in Europe, Siemens is also a global market leader in industrial automation and industrial software, driving innovation across multiple sectors.

Siemens plays a key role in enabling efficient and demand-driven management of energy production and consumption through its Smart Grid technologies. The company provides a comprehensive portfolio of products and solutions for the intelligent and flexible power grid infrastructure – systems that electricity producers, grid operators, and industrial companies rely on to ensure a reliable and sustainable energy supply, and that support them in the energy transition.

To meet this exciting challenge and help meet the growing energy demand on the market, Siemens is now seeking an **Account Manager – Electrification and Automation** to join and strengthen its sales team.

As an **Account Manager – Electrification and Automation**, you will focus on a wide range of high-level technical products and services related to energy transmission and distribution. To achieve your performance targets, you will establish and maintain close and lasting relationships with the clients in your region, interacting with them regularly and serving as their trusted advisor.

Key responsibilities:

Sales:

• Focus on the promotion and sales of a portfolio of high-level technical products (and related services), including medium-voltage switchgear (3-40.5 kV), protection relays, and products and systems for automation, control and management of the electrical grid. This includes digital solutions to support the energy transition: grid monitoring and management, asset monitoring, and more
• Ensure active market and client development, focusing mainly on installers and integrators in the Antwerp, Limburg, and Flemish Brabant regions
• Proactively identify (prospect) and acquire new clients through in-person visits; build strong and long-term relationships with key persons within client environments
• Listen to your clients' needs, help them understand the best solution that can be offered, and actively work on closing opportunities

• Educate clients on company products and services – sometimes through hands-on demonstrations – making sure they understand the advantages of your technical solutions, and ensuring that you challenge the initial request and offer a solution for the real needs behind it

Account Management:
• Maintain sustainable and trusting relationships with existing clients – by scheduling regular visits, creating and monitoring opportunities, and creating and fostering strategic partnerships. This includes official partner programs, annual target agreement meetings, etc.
• Engage proactively with your clients to present offers and help them define their needs, and serve as their single point of contact throughout the entire process

Tendering and internal tasks:
• Work on developing technical quotes and on other related activities, about 2 days a week (with support from the proposal team for more complex quotes), and submit proposals to the client; you will do this through answering RFPs or through direct contact with clients, liaising with internal technical and/or administrative teams who will help you develop a well-engineered technical solution
• Follow up on the quotes, including negotiation with clients, and hand them over to the team responsible for delivery and implementation upon order
• Stay in touch with the production entities to manage the delivery time of products (during the offer stage)
• Most importantly – work as an intrapreneur, leveraging good collaboration with different internal departments and working closely and regularly with the following parties: colleagues (Product, Project, Legal, etc.), the parent company in Germany, production facilities, etc.

In addition, you will:
• Attend trainings and webinars on technical or governance topics, which may occasionally be held abroad; receive ongoing technical assistance and support from the technical functions/specialists
• Document customer information and activities in the appropriate CRM and other tools
• Attend the team meetings and sales funnel meetings where general topics and customer opportunities are discussed
• Assist in customer activities (sales or technical events, trade fairs, if applicable, etc.)

Qualifications
• Relevant technical degree, bachelor's or (preferably) master's
• Previous experience in a technical-commercial role in a similar field and discipline
• Experience demonstrating technical, contractual, and financial competencies
• Hunting mentality, capacity to recognise, evaluate, and develop fresh leads
• Ability to perform account management
• Strong client focus – an ability to acquire new clients while also maintaining trusting relationships
• Result-oriented, hard worker, motivated, entrepreneurial attitude
• Autonomous and flexible, but also a collaborative team player
• Intellectual curiosity and passion for technology
• Excellent organisation skills, accurate, punctual, and structured
• Comfortable working in a dynamic and constantly evolving environment
• Fluency in **Dutch** and good knowledge of English; knowledge of French will be an asset

Job Benefits
• A full-time employment contract

• A competitive compensation package with many advantages (fixed salary, company car, insurance packages, meal vouchers,...)
• Diverse assignments combined with continuous learning and intensive training to help you grow professionally
• An opportunity to work and develop in an international environment that fosters diversity, employee well-being, and a pleasant working atmosphere