

About Legrand Data Center Solutions

Reliable, efficient and scalable data center infrastructures is what we create with award-winning solutions from the brands Legrand, Minkels, Raritan, Starline ServerTech, Borri. Our teams of local product specialists design and build innovative solutions including racks and enclosures, cooling, UPS, power distribution, busbars, structured cabling, and access management to meet your unique requirements. Relied upon by thousands of organisations for over 30 years, Legrand Data Center Solutions is your global partner to count on.

About the Legrand Group

Legrand Data Center Solutions is part of the Legrand Group, the global specialist in electrical and digital infrastructures. With a presence in nearly 90 countries and a workforce of over 38,000 employees, Legrand generated total sales of close to €6.6 billion in 2019. Legrand is listed on Euronext Paris and is a component stock of indexes including the CAC40.



Vacancy Marketing Manager

Critical Power: UPS, power boards, busbars

Already in a marketing position or are you in sales and want to get into marketing? Up for a great challenge in a new position in the Legrand Data Center Solutions European organisation? We have an exciting opportunity for you!

We are looking for a new team member in the marketing department. You are going to help us bringing the innovative solutions that various teams are developing for our customers (Legrand, Starline, Borri, Raritan, Minkels, ServerTech) to market.

In order to do so, you will work together with your colleagues from both front office and support functions (product managers of the various offers, SBU, communication team, Legrand Europe marketing team, etc).

MAIN TASK AND RESPONSIBILITIES

- Define the marketing strategy and contribute to the annual marketing plan.
- Define & implement with the teams a strategy to position Legrand as a leading provider of critical power solutions to the data center market in Europe (build data center customer trust, adequate tools & specific communication)
- Be the front office marketing interface for the portfolio for all Legrand Data Center Solutions stakeholders (sales teams, communication team, back office, etc).
- Propose and implement an action plan to develop sales across Legrand Data Center Solutions organisations (European and local).
- Pilot marketing and sales actions to promote the offer and gain market shares.
- Report product line gaps and work with SBU on solutions to close the gap.
- Ensure full product support for the data center market and work with other stakeholders.
- competitive landscape analysis
- Set up, monitor and analyse KPI of the position of Legrand Data Center Solutions (incl image and brand awareness).

JOB REQUIREMENTS

- Experience with and Knowledge of UPS, Powerboards, Busbars manufacturers, system integrators or colocation companies.
- A minimum of 5 years sales or marketing experience in an international B-to-B environment with proven results.
- Willing to travel min 30% of the time.
- This position covers all of Europe, that's why the location is flexible (somewhere in western Europe) but we require regular days at an office somewhere in Europe with colleagues from the Legrand Data Center Solutions organization and customers/partners.
- Autonomous English speaking.

OUR OFFER

- Being involved in a fast growing and developing global industry.
- A dynamic job, where you will be working with people from all kind of cultures.
- Being part of a professional team and a stable company.
- Company phone and laptop.
- Salary is based on knowledge and experience.
- This is a full-time position
- Flexible location in western Europe.

APPLY?

Send your CV and motivation in English by email to Patricia Voogd, Corporate Recruiter: patricia.voogd@legrand.com.

QUESTIONS?

Contact Benoit Matet, Marketing Manager Legrand Data Center Solutions.
e- mail: benoit.matet@legrand.fr

CLOSING DATE JUNE 30th 2021

ACQUISITION IN RESPONSE TO THIS VACANCY IS NOT APPRECIATED



**DATA CENTER
SOLUTIONS**