

Contactar

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Aptitudes principales

Ventas

Microsoft Office

Servicio de atención al cliente

Matías Ezequiel Lagiard

Regional Sales Engineer at Schneider Electric. Argentino, 26 años.
Rosario

Experiencia

Schneider Electric

8 años 1 mes

Regional Sales Engineer

marzo de 2020 - Present (2 años 1 mes)

Rosario, Santa Fe, Argentina

I work at Schneider as Sales Engineer in the Rosario Agency. My job consists in ensuring sales for Schneider, according to the commercial policy, the technical knowledges of our products, process, etc. The target customers I serve on daily basis are distributors, panel builders, contractors, specifiers and some end users (most of them attended by the distributor channel).

I like my job because I'm able to build relationships with people, which is one of the things I enjoy the most. I've been working in this role for a short time, so I'm still growing.

Let's go for it !

Specifier, Sales

enero de 2018 - marzo de 2020 (2 años 3 meses)

Buenos Aires, Uruguay y Paraguay

The Specifier National Team has the objective to develop different type of technical-commercial events about products in Home and Distribution, Low Voltage and Digital Energy areas. Our labor consists in inform the public about each of the features offered by Schneider Electric from technical information and commercial management to post-sales support. We are working to keep a trust channel between Schneider Electric and our clients.

As a Specifier, I'm responsible for the meetings and trainings aiming to improve public knowledge. I communicate with my customers on a daily basis and offering solutions to both small and big projects. So, who are my customers?

- Distribution channel: Sales force of Distributors, Wholesalers and Registered.

I visit them daily, informing about electricians doubts and problems, so they can provide efficient and quality care.

- End user delegated to partners: Small industries that are not visited by Schneider industry sellers. The goal is to keep rotating our distributors stock.

- Electricians: Any entity where electricians are studying, teaching or developing, such as universities, associations of electricians, technical schools and professional training centers.

On 2019 we've developed four "Schneider Electric Challenge" in different cities of Argentina. So, what's the "SEC"? It's a competition organised by the Specifier National Team with universities and schools. We explain our customer about local and international regulation and after that, we give them a task: they have to create an electrical project of a house, following some instructions and complying with the norms. The event is focused in make electricians know about our products by using them. Once the activity is finished, a judge (composed of professors and engineers from the regulator entity) has to select the best project. This activity gave us an awesome way to keep force relationship with our colleagues.

Business Support analyst

marzo de 2014 - enero de 2018 (3 años 11 meses)

Argentina

Business Support is a team belonging to Quality department, in charge of the Schneider Electric customer's order management: creation and track of sales order, complaint management, creation of credit notes. As an analyst, I was responsible to provide customize attention to Distributor channel customers in Buenos Aires, Uruguay and Paraguay.

- Technical Support: Providing answers to technical questions of our customer about application and characteristic of Schneider Electric products.
- Commercial Support: Applying Schneider Electric commercial policy for quotations and creation of the sales orders.
- Logistic Support: tracking sales order end to end from Schneider Electric distribution centres (in Argentina and Spain) to customer address. Selection of Incoterm during the creation of sales order. Process of import analysis. Tracing carrier route.

Educación

ELSIS English Language Schools

IELTS Preparation course, Enseñanza de inglés como lengua extranjera · (2019 - 2020)

Universidad Nacional de General San Martín

Ingeniería Industrial · (2015 - 2022)

