
Press Release

Schneider Electric Deepens Strength of its Sales Force to Engage Channel Partners and Customers

Addition of 10 highly experienced automation and control sales organizations will achieve unprecedented customer service; expand sales coverage

RALEIGH, N.C., – January 31, 2012 — Schneider Electric, a global specialist in energy management, today announced significant investments in resources to enable the development of direct, deeper and more engaged relationships with its customers and channel partners.

“With this move, we are bringing unprecedented value to our industrial end user, OEM, HVAC mechanical representatives, consulting engineers, system integrator and panel builder customers,” said Matt O’Kane, Vice President, Best-in-Class Products, Industry Business, Schneider Electric. “We’re proud to have quickly and definitively acted on this unique opportunity to expand our sales function, as well as the fact that Schneider Electric was the first choice employer for these organizations.”

The company successfully negotiated the hiring of 10 new sales organizations and appointed them as Manufacturer’s Representatives, who will increase the company’s U.S. market share of motion, drives, control and signaling products. With an average of 25 years of experience in automation and control products, the nearly 100 individuals brought into the company bring unparalleled technical and market knowledge and deep relationships within the industry – giving Schneider Electric one of the most experienced sales forces among energy services companies.

These representatives will begin building and strengthening their relationships with Schneider Electric customers immediately, as they have recently culminated a week-long, on-boarding and training seminar to immerse them in the wealth and breadth of Schneider Electric’s products and solutions. This intensive integration into the company was designed to augment the representatives’ existing market intelligence and industry relationships, building upon these strengths to equip the representatives with a comprehensive platform to communicate and develop the best energy management solutions for Schneider Electric’s current and potential customers, as well as channel partners.

“In addition to extensive market knowledge and expertise of the motion, drives and control and signaling products, these new sales organizations will help us provide better service and local technical support for our customers by working closely with our existing channel partners,” said

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O’Kane. “We’re also looking forward to leveraging their vast industry tenacity to grow our business’ market share, as well as forge new relationships and expand our sales coverage. As they encompass the skills and experience to accomplish both of these goals, we are thrilled to welcome them into our company.”

For more information about Schneider Electric sales force and/or automation and control products, please visit www.schneider-electric.com/us.

About Schneider Electric

As a global specialist in energy management with operations in more than 100 countries, Schneider Electric offers integrated solutions across multiple market segments, including leadership positions in energy and infrastructure, industrial processes, building automation, and data centers/networks, as well as a broad presence in residential applications. Focused on making energy safe, reliable, and efficient, the company's 110,000 plus employees achieved sales of more than \$26 billion in 2010, through an active commitment to help individuals and organizations “Make the most of their energy.”

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