

Manager (f/m/d) Commercial Excellence Industrial Company

For our client – an industrial company based in North Rhine-Westphalia – we are currently looking for a Manager (f/m/d) Commercial Excellence based in Birkenfeld near Stuttgart.

Responsibilities

- Take end-to-end ownership of Commercial Excellence projects – from concept to implementation – with a focus on topics such as pricing strategy, sales funnel management, CRM implementation, or sales organization design
- Lead these projects in a cross-functional and international setting, collaborating closely with teams across e.g. Sales, Marketing, Product Management, Controlling and the key locations (e.g. Germany, US, Italy, Hong Kong)
- Conduct in-depth qualitative and quantitative analyses (e.g. stakeholder interviews and transactional data) as a foundation for fact-based decision making
- Ensure sustainable implementation by driving stakeholder engagement and applying effective change management techniques
- Support the divisional management in structuring and managing the ComEx project portfolio

Candidate Profile

- Successfully completed studies in Business Administration, Economics, Science or any related field and several years of professional experience in consulting, corporate strategy and/or project management (with a focus on top-line topics), or in a commercial role within a comparable industry (i.e. retail, fashion, industry)
- Proven ability to lead and take full ownership of projects – not just coordinate or administer them
- Structured, reliable, and highly organized working style and hands-on team player with a proactive mindset and high sense of responsibility
- Strong communication and stakeholder management skills across all levels of the organization
- Proficient in Microsoft Office, especially PowerPoint, Excel, and Outlook
- Enthusiasm for international collaboration and willingness to travel; fluent in English

Contact Person

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