



Amiblu®

You are passionate about Sales? Customer Centricity and Customer Experience are what you are into? Analysing markets and working with colleagues to draw up strategies on market development are what you are burning for? Are you looking for internationality and cooperation with colleagues throughout Europe and beyond?

Then apply today - we look forward to receiving your application (tabular CV, salary expectations, availability)! Please send it to **Barbara Stampf** office@barbara-stampf.at.

As our digitalisation progresses, we are currently building a team of process managers and data analysts. Hence, we are looking for an **International Consultant on Sales Excellence**.

Amiblu is the leading specialist in glass fibre reinforced plastic pipe systems for rainwater, wastewater, drinking water, irrigation, hydropower and industry. The Amiblu Group is active in 110 countries around the globe, employing around 1,500 people.

The remuneration for this position is based on German labor market conditions, around EUR 70,000 per annum on a full-time basis. Of course, we reward qualifications and position-related experience according to market standards.

International Consultant Sales Excellence m/f/d

What are the tasks?

- As a Sparring Partner to the local sales management, you will continuously support the Sales Excellence Programme
- Creating transparency and increasing the efficiency of the several distribution channels and field sales organisations, both nationally and internationally
- Making national and international sales structures comparable, considering competitor analyses and price strategies

What do we look for?

- Successfully completed studies in business administration, economics or comparable fields, alternatively commercial education with corresponding additional qualification and relevant professional experience
- Knowledge on market and competition analyses as well as about universal sales KPIs
- Clear process insights into the distribution of products and services
- Deep understanding of the principles of customer centricity or customer experience
- Implementation of "state-of-the-art" sales reporting structures
- Experience in the implementation of structured sales approaches
- Intercultural and language competence
- Very good English skills, German is an asset

What do we offer?

- Great individual scope for creativity
- Induction and training
- Further development in the field and beyond

Pipes designed for generations