

GLOBAL SEGMENT MANAGER – INDUSTRY (F/M/X)

Make Blum the strategic partner of the furniture industry – worldwide.

Industrial furniture manufacturers are an important customer segment for Blum around the world. Our regions know their markets and customers inside out. Yet many industrial customers face similar challenges – from automated production and complex procurement to supply chains and logistics. We need someone who connects that knowledge across regions and makes successful approaches available worldwide.

That's where you come in. As Global Segment Manager, you think laterally – across regions, markets and functions. You are the global voice of our industrial customers at Blum: you identify shared challenges, opportunities and successful approaches across markets, turn them into solutions that travel, and work with the regions to bring them back into the markets.

You connect our industrial customers' perspective with product development, pricing, marketing and sales. This way, Blum will draw on the best insights from this segment worldwide – and continue to strengthen its position as a partner to industry.

You will not manage your own accounts or carry direct sales targets. Your impact will come from enabling others to succeed.

YOU WILL

- strengthen sales and scale what works. Working with our regions, you will develop best practices, tools and concepts for working with industrial customers and make successful solutions available internationally
- shape innovation and bring in the voice of industry. You will pull together requirements, trends and opportunities from our markets and bring the industrial perspective into product and service decisions early on. Along the way, you will also spot opportunities for joint development projects with customers
- sharpen pricing and make customer value visible. Together with Strategic Pricing, you will bring the industrial perspective into strategic pricing and commercial terms, and help make the value of our solutions visible in each customer's context
- make campaigns count and create communication that lands. With Global Marketing and the regions, you will develop communication and activation concepts that address the real challenges industrial customers face and position our solutions in the right context
- share knowledge and build segment expertise. You will make relevant customer and market knowledge accessible across Blum and work with our teams on training, learning paths and other formats that strengthen our expertise in the industrial business

WE

- are seeking an individual who brings international B2B experience in sales, business development, key account management, product management or a similar role – ideally on the supplier side, working with industrial customers or OEMs
- are targeting professionals who understand industrial business models: you can get to grips with procurement processes, automated manufacturing and supply chains – and with what purchasing, engineering and production each need
- value lateral thinking: you see patterns across customers and markets and turn individual successes into solutions others can use
- prize an analytical and structured approach: you combine market and customer data with practical understanding and turn it into concrete concepts and action
- welcome candidates who can lead without formal authority: you build trust, bring different perspectives together and move topics forward across functions and countries
- are looking for someone who can communicate persuasively in German and English. Other languages are a plus
- attach importance to a good education: you will have a degree in business, industrial engineering or a related field, or equivalent professional experience

Julius Blum GmbH
Nadine Hirschmann
Telefon 004355787052869

Legally binding note: The actual salary is above the metalworkers' collective agreement and is based on professional qualifications and experience as well as the Vorarlberg labor market.