GLOBAL KEY ACCOUNT PROGRAM MANAGER (F/M/X)

Shape how Blum wins and grows with its most important global customers.

Serving our most important global customers involves almost every part of Blum, from sales and product development to manufacturing, supply chain and senior leadership. Success means acting as one organisation. Our Global Customer Platform makes this possible. It is a network of teams, processes, decision making and initiatives that turns customer priorities into action across Blum.

As Global Customer Platform Manager, you will lead this platform and become the go-to partner for advancing the global customer agenda. Working closely with the Global Key Account Manager, you will make sure that what the customer says externally is implemented internally at Blum.

YOU WILL

- shape the Global Customer Platform: define how Blum organises, collaborates and makes decisions around its most important global customers
- embed customer priorities in core processes, from product development to our global manufacturing and supply network
- drive decisions at senior level: bring the right topics to senior management and turn them into clear decisions and action
- mobilise stakeholders across Blum: bring sales, marketing, product, manufacturing, distribution and supply chain together around shared priorities
- turn complexity into action: structure complex topics, clarify priorities and drive cross-functional initiatives forward

WE

- are seeking an individual with experience: around 10 years in an international industrial or B2B environment, ideally in key account management, corporate development, consulting or programme management
- value strategic thinking: you see the bigger picture and translate customer priorities into clear actions for the wider business
- welcome candidates who can influence without authority: you build trusted relationships, bring senior stakeholders together and move complex topics forward
- prize effective communication skills: you present confidently and persuasively, from operational experts to the Executive Board

- are offering a position that requires cross-functional leadership: you have led initiatives or programmes across organisational boundaries in a global setup
- attach importance to a good education: you will have a degree in business or a related field, or equivalent professional experience
- operate globally: fluent business English is required and German language skills are nice to have

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.