



## TARGET GROUP MANAGER – DISTRIBUTION AND TRADE (M/W/D)

We are an Austrian family-owned company and one of the world's leading manufacturers of furniture fittings. Nearly 7,000 people work for us in Vorarlberg and more than 9,000 worldwide. We deliver our products in over 120 markets.

Global Sales is a newly created function within Blum's Sales, Marketing and Distribution segment, on equal footing with the five regional sales organizations. Its mission is to help build the frameworks, tools and best practices that enable our sales organization to perform at its best— in areas such as global key account management, strategic pricing, and voice of the customer. As part of this journey, we are looking for experienced professionals who will shape how we engage with our most important customer groups at a global level.

### YOU WILL

- ... own and continuously develop the global framework for distribution account management, defining the best practices for how we build brand loyalty with trade partners worldwide, whilst strengthening our own market position
- ... act as the internal voice of the distributor, translating their needs into incentive models and tools that drive brand development and sell-through to professionals
- ... represent the customer perspective in cross-functional forums such as product and service committees
- ... stay close to the distributor reality, translating insights into new ways to turn transactional partner relationships into genuine brand advocacy

### WE

- ... are looking for a professional with proven sales or marketing experience who understands what makes distributors choose and promote our brand
- ... seek experience in engaging distributors to adopt Blum's full brand proposition and collaborating effectively across the supply chain
- ... believe in regular team interaction and look for a motivated individual with strong communication skills and fluent German and English language proficiency
- ... are looking for a person who brings a commercial mindset, and knows how to leverage insights into targeted campaigns

### Julius Blum GmbH

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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.