

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

Make our distributors more successful worldwide – and Blum along with them.

Authorised fittings distributors are key partners for Blum around the world. Our regions know their markets and distributors inside out. We need someone who brings that knowledge together, spots the approaches that work and rolls them out worldwide together with the regions.

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

You connect the trade's perspective with product development, pricing, marketing and sales – so that Blum can draw on the best insights from this segment, wherever they come from in the world.

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 distributor partners – and make successful approaches available internationally
- shape innovation and bring in the voice of the trade. You will pull together needs, trends and opportunities from our markets and bring the trade's perspective into product and service decisions early on
- sharpen pricing and make customer value visible. Together with Strategic Pricing, you will bring the trade's perspective into pricing and commercial terms, helping to align our offers more closely with the value customers actually perceive
- make campaigns count and create communication that lands. With Global Marketing and the regions, you will develop campaigns and activation concepts that are relevant to specialist fittings distributors and work across markets
- 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 trade

WE

- are seeking an individual who brings international B2B experience in sales, marketing, channel or key account management – ideally in wholesale, distribution or a similar environment
- value lateral thinking: you see patterns across markets and turn individual successes into solutions others can use

- appreciate strong analytical skills: you combine market and customer data with practical understanding and turn it into concrete action
- welcome candidates who can lead without formal authority: you build trust, bring different perspectives together and move topics forward across functions and countries
- prize the ability to combine conceptual thinking with delivery: you bring structure to complex topics and turn them into pragmatic concepts and tools
- are looking for someone who can communicate persuasively – in German and English
- attach importance to a good education: you have a degree in business or a related field, or equivalent professional experience

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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.