



## TARGET GROUP MANAGER – CABINET MAKERS (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 cabinet maker account management to foster a shared understanding of the target audience and to build relevance and loyalty
- translate target group insights into accessible inputs and actively support the integration of the customer perspective into commercial tools such as campaigns and sales trainings
- act as the internal voice of the cabinet maker, enabling Sales to activate the specification power of a customer group that shapes what distributors stock and what professionals buy
- represent the customer perspective in cross-functional forums such as product and service committees

### WE

- value your sales or marketing experience, and knowledge of the cabinet maker target group. This includes a strong understanding of how they think, buy and work
- seek a person with the ability to create value through opportunity exploration, dialogue, and analysis, combined with a strong understanding of Blum benefits for this specific customer group
- believe that regular team interaction is essential and seek a motivated individual with strong communication skills as well as strong German and English language proficiency
- are looking for a personality who combines empathy for the target customer group and a solution-focused mindset

### 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.