



GO-TO-MARKET MANAGER FOR BLUM BEYOND COMPONENTS (F/M/X)

Julius Blum GmbH is one of the leading international manufacturers of furniture fittings. We develop our products and services in line with changing times and always keep the current needs of our customers in focus. Did you know that Blum Beyond Components, as a strategic sub-brand, marks the company's development toward a comprehensive solutions provider and – under the motto “simplifying your success” – offers installation-ready products and complementary services? The initiative focuses on convenience, individualisation and future personalisation. As a Go-to-Market Manager you will be responsible for developing and implementing the market launch strategy for products and services, taking a variety of requirements into account.

YOU

- ... support international markets in the launch of Blum Beyond Components and ensure that the introduction of new Beyond Components solutions has an effective impact
- ... work with a high level of methodological competence on marketing and sales strategies
- ... actively drive sales enablement together with the relevant departments
- ... represent Blum Beyond Components within the Blum organisation and act as the interface between different stakeholders
- ... actively shape Blum's transformation into a solutions provider
- ... work closely with our Business Development team to translate strategic initiatives into concrete actions
- ... take responsibility for implementation and push topics forward with strong initiative and execution capability

WE

- ... value solid education and experience: you hold a degree in a business-related field and have experience in product management or an equivalent qualification
- ... are pleased to learn you already possess project management experience and a strong understanding of processes
- ... are looking for a personality with a high degree of assertiveness, a strong will to implement and excellent facilitation/moderation skills
- ... operate globally: therefore very good German and English skills are required

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.