



## TARGET GROUP MANAGER – INDUSTRY (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 customer experience. 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 Industry Account Management, defining how we engage and grow relationships with large-scale industrial customers worldwide
- ... act as the internal voice of the OEM, translating business models, production processes and logistics realities into frameworks and tools that Sales can deploy consistently across markets
- ... participate in key forums such as product and service development committees, representing the customer perspective in cross-functional discussions
- ... stay close to the OEM reality, continuously identifying new ways to evolve supplier relationships into long-term strategic collaborations

### WE

- ... appreciate a deep understanding of large-scale industrial accounts, including automated production environments, complex supply chains, and OEM sourcing decisions
- ... expect a strong commercial mindset with the ability to identify and leverage co-development opportunities in complex account environments
- ... value clear and impactful communication, with the credibility to represent the OEM perspective both toward management and operations
- ... require strong German and English language skills; additional languages are an advantage in a global context

### 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.