



HEAD OF GLOBAL SALES (F/M/X)

We are an Austrian family-owned company and one of the world's leading manufacturers of furniture fittings. Nearly 6,700 people work for us in Vorarlberg and more than 9,850 worldwide. We deliver our products in over 120 markets.

Are you an experienced sales professional with a track record of high performance, prepared to strengthen Blum's Global Sales strategy? As part of our new global structure, we're seeking a dynamic individual to lead the sales function of the Global team. Your experience inspiring others, galvanising multiple stakeholders and delivering on strategic initiatives will enable you to make a significant contribution and impact the success and results of the Blum Group

YOU WILL

- ... establish and lead the Global Sales Team, providing direction and management
- ... support our Global Key Account Management, combining strong customer orientation with unparalleled brand advocacy
- ... define a framework and ensure orientation for our Global Pricing in liaison with the Strategic Pricing Manager
- ... work closely with the Global Sales and Marketing Director and the Regional Sales to develop and implement a strategy for different target groups
- ... lead Global Sales initiatives and implementation of existing strategies, e.g. CRM and deliver on SMD key objectives

WE

- ... are looking for a person with a solid education and proven sales ability. Strategic thinking and leadership skills such as fostering connections, emphasizing collaboration with our international sales team are essential
- ... value your ability to inspire, set direction and develop effective approaches for diverse market conditions and requirements
- ... are seeking an individual with a strong understanding of the customer journey and sales processes for new and existing customers. Familiarity with Blum's internal systems, processes, and departments would be advantageous
- ... are looking for a person with strong influencer skills who can take individuals and groups on the journey, that leads with curiosity and demonstrates flexibility towards different personality types
- ... believe that regular interaction within the team is an essential part of our work. Consequently, we are in search of a motivated individual with excellent interpersonal and communication skills. Moreover, we require advanced proficiency in English language

Julius Blum GmbH

Nadine Hirschmann

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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.