8983 11588 DI Vertical Operations Manager(f-m-d) Title:  DI Vertical Operations Manager (f-m-d)  
  
Location:  Nürnberg, Karlsruhe, Munich (Germany) or other major Siemens  locations comfortable working in EU time zones  
  
Department : DI S DE&VM  
  
Job Grade : Germany - Non-Senior Management - ERA-Entgeltgruppe 12 - ÜT fähig  
  
Mode of Employment : Permanent / Full-time  
  
Thinking industry further  
  
Siemens Digital Industries (DI) is the innovation and technology leader in industrial automation and digitalization. Together with our partners and customers we drive Digitalization in both the discrete and the process industry, enabling flexibility, efficiency, and reduced time to market. Digital transformation paves the way for innovation, services, and new data-based business models.  
  
Making it happen  
  
DI Sales crafts the future of sales through outstanding consultation and innovative solutions in our regions for an outstanding customer experience. From further developing the whole Sales Organization through close collaboration between HQ and the regions – we enable and support the countries with sales excellence methodologies, tools and standard processes based on a global overview. By constantly going one step further and pushing our boundaries to take the regions and their businesses to the next level where they can exceed their partners’ and customers’ expectations.  
  
What part will you play?  
  
- You will drive the continuous development of related Vertical and KAM activities, covering use cases like customer definition, account planning/development, target setting and reporting.  
- In this role you will support, advise and promote the utilization of related CRM tools (e.g., SieSales, Quip, TactiX). Here you will monitor the user requirements and tool maintenance incl. the integration into 'Digital Journey'.  
- You will support the Verticals budget planning activities based on market development, strategic priorities, investments, account performance and business opportunities.  
- You will monitor activities to gather consistent data from different sources (incl SISW) for Vertical/KAM reporting and analytics, e.g., direct/indirect OI, market- size vertical, customer wallet, FTEs. In addition, you will coordinate required services (e.g., ordered at GBS for customer hierarchies).  
- You will drive the standardization and development of Vertical/KAM reporting, based on use cases, defined KPIs and user interfaces.  
- You will advise and monitor activities driven by Vertical People Excellence Coaches required to develop nominated KAMs.  
- You will facilitate knowledge sharing in corresponding communities (e.g., KAM Operations Manager, SieSales Champions); you will the subject matter expert and contact person for related activities within DI Next Level Sales transformation program (e.g., Digital Journey, Customer Definition)  
  
  
What you need to make real what matters.  
  
- An academic degree in Engineering, IT, or equivalent studies from reputable university or college.  
- You bring with several years working experience in similar capacity where you could apply your solid Knowledge of product & systems business, channel/sales management.  
- You have a profound knowledge of sales environment, methods & practices. While a first Project Management experience would be of high value for this role.  
- You will impress us with your strong background in data management / analytics.  
- Your expertise with CRM and associated tools (eg SieSales/SFDC, Sales Planning SAC, Tableau, Power BI, Snowflake) will be big asset for this role.  
- Outstanding ability to collaborate and communicate across interpersonal boundaries, with partners from different fields as sales/ business development/ marketing and technical teams incl. software context  
- Excellent verbal, written communication, presentations skills  
- A can-do attitude is essential to the task  
  
  
What we offer.  
  
- 2 to 3 days of mobile working per week as a future global standard  
- Attractive remuneration package  
- Development opportunities for both personal and professional growth  
- 30 leave days and a variety of flexible working models that allow time off for yourself and your family  
- Share matching programs to become a shareholder of Siemens AG  
- Find more benefitshere   
  
  
Individual benefits are adapted to meet local legal regulations, the requirements of different job profiles, locations, and individual preferences.  
  
What else do you need to know?  
  
We care about finding the best talent. While our Headquarter is Nürnberg (Germany) however, we are open to consider candidates from Munich or Karlsruhe (Germany), or any other DI Sales major locations comfortable working in EU time zones.  
  
We are establishing mobile working as a core element of the “new normal”. Wherever possible, “mobile working” is ingrained in our work culture, promoting self-directed and flexible work. We promote equal opportunities. Diversity enriches our company and gives us a Computer scientist (university) We create what others dream of  
Curiosity, passion, creativity - there are characteristics that apply to everyone who works at Siemens. And when 385,000 of those people work together, the results become extraordinary.  
We analyze, ask questions, find solutions, test and refine. From sketches on café napkins to 3D printed prototypes, we believe brilliant ideas can come from anywhere. Our employees drive their projects forward with passion. We develop and patent more than 7,500 inventions every year all over the world. 2023-03-07 16:08:57.728000