9552 12157 Head of Digital Consulting (m/w/d) Karlsruhe -What you do with us-  
  
  
  
  
  
· You will assume overall business and personnel responsibility  
for the cross-location Competence Center Business Consulting (P&L  
responsibility) as well as the expansion of the team through the acquisition of  
Business consulting and e-commerce projects for new customers and  
Existing customers of diva-e.  
· You are the contact person and "Senior Advisor" for digital  
Questions and challenges at the C-level of our customers  
which medium-sized and large international B2B and  
B2C companies belong. Coordination and coordination with relevant  
Business partners, internal interfaces and sales also belongs  
to your tasks.  
· As Head of Business Consulting, you are responsible  
complex projects from development to holistic implementation  
of strategies and concepts for digitizing the customer interface  
(e.g. digital transformation of customer-oriented departments  
(marketing and sales), multi-/omni-channel and e-commerce approaches).  
You are also responsible for the management and coaching of the  
Business consulting teams for methodical procedures and implementation  
of projects. The personal development of team leaders and consultants  
is also in the foreground.  
· You take over the content development and positioning  
of business consulting in the overall context of diva-e and are a thought  
Leader for digital transformation topics, changes from  
business models and omni-channel topics.  
· The regular control and review of profitability (e.g.  
Utilization), service and consulting portfolio you take over as well as them  
Development of action plans and support of sales in  
customer projects and offers.  
  
-when you fit in with us-  
  
  
  
  
· You are a team player because you believe that the team  
can achieve more together. One for all, all for one - that is  
your motto and ours.  
· You're also a full-blooded consultant who uses his strengths in the  
Acquisition and implementation of projects plays to its full potential. in doing so  
you have at least 10 years of professional experience in strategy/business  
Consulting or a comparable position such as B. In-house consulting  
o. ä and a successfully completed Master's or MBA degree in  
Business administration or similar or a comparable qualification.  
· You also have in-depth knowledge and project experience in the following areas  
Areas: digital strategy, especially with a focus on digitization  
of marketing and sales, digital business transformation, conception  
of e-commerce platforms, omni-channel strategies, direct-to-customer  
Business models, CRM and marketing automation. Also terms like  
Operating model or marketing tech stack are not for you  
foreign words.  
· Your belief is that a well thought out and  
implementation-oriented strategy the development of digital platforms and  
processes better.  
· You have a sustainable network of relevant decision-makers  
and enjoy building it up step by step. owns  
you not only have extensive industry and market knowledge, you are also  
familiar with the latest digital trends and technologies.  
· You are a valued contact person at C-level and  
master every handling safely. You are excellent at it  
Communication and presentation skills in German and English  
show.  
· As an inspirational, forward-thinking leader who  
You support the team personally and in terms of content and develop it forwards, you act  
you as a strategic, analytical and creative thinker and are in the  
Able to convince others of your ideas and concepts.  
  
-Your advantages-  
  
  
  
  
· Business economist (technical school) - e-business None 2023-03-07 16:10:07.687000