9559 12164 Pre Sales Consultant Digital Business (m/w/d) Karlsruhe -What you do with us-  
  
  
  
  
· Your range of tasks is as diverse as the industries and companies  
and business models that you will get to know: Mainly for customers  
In the B2B environment, you develop sustainable e-commerce strategies  
and concepts.  
· With your colleagues from different departments  
you develop successful digital concepts for our customers.  
· You support the sales team with tenders and offers and  
develop a successful sales strategy for the customer in a team.  
· You quickly identify the digital maturity level of the requester  
company and its pain points and develop tailor-made ones  
Solution concepts that you can use at the GF level as well as at the IT and  
can explain the business side profitably. You use agile for this  
Methods, design thinking workshops and customer journey mapping. The  
developed solution concepts and recommendations for action include both  
the construction of a suitable MVP as well as the derivation of  
Technology Recommendations.  
· You accompany our customers in the selection of the solution  
Requirements management and the development of e-commerce activities and  
attached systems such as PIM, CRM and digital marketing suites.  
  
-when you fit in with us-  
  
  
  
  
· You are a real team player. One for all, all for one - that  
is your motto and ours.  
· You have several years of experience in strategic conception and  
operational implementation of digital transformation and e-commerce projects,  
ideally in an international environment.  
· You are familiar with at least one common shop technology  
familiar, your knowledge of the processes involved (e.g. PIM, ERP,  
CRM, or similar) is well-founded.  
· You bring a high affinity for new digital business models and  
good knowledge of strategy, marketing and technology.  
· Your analytical skills and technical understanding make it  
possible for you to understand even complex system architectures and the customer  
to explain.  
· New projects, new customers or new technologies are a pleasure for you,  
no load. You have the will to learn yourself continuously  
to develop further – and to pass on your knowledge.  
· You have strong communication skills  
enable problems and technical issues (e.g. on  
board level) in a way that is appropriate for the target group.  
· We require good German. But you should also in English  
can convince our customers.  
  
-Your advantages-  
  
  
  
  
· We do everything we can to ensure that you can balance your private and professional life  
can bring. Free time management and home office are part of it. Included  
Unfortunately, overtime cannot be avoided entirely. But fear not that  
Overtime is recorded and compensated fairly.  
· We don't want to simply assign the projects to you. So we take  
get you on board when making a project decision and give you the choice of whether  
you accept a project or not.  
· Whether internal chapter sessions, hackathons, the diva-e academy or the  
Visiting conferences and barcamps – we do it for your further education  
everything and are open to your wishes. You also develop  
you continuously "on the job" and always learn something new.  
· We have locations in 8 cities and one large one  
service portfolio. You are drawn to another city, you want  
get to know other areas of responsibility? No problem, with us you have them  
opportunities to do so. Sales-Manager/in None 2023-03-07 16:10:08.542000