9542 12147 Sales Excellence & Training Manager (m|w|d) \*What is it like to work at JDE? \*  
  
We are proud of our passionate, dedicated employees who  
challenging the status quo and doing their best in everything they do.  
Our goal is simple but ambitious - JDE: A coffee & tea for every cup!  
  
At JDE we don't just get involved - we get involved. Every day we are  
progressive in our views, ambitious in our nature,  
resourceful in our actions and resolute in our approach  
all people around the world special coffee and tea moments  
offer.  
  
The \*Sales Excellence & Training Manager DACH (m/f/d)\* drives the  
continuous development and improvement of the sales department and  
focuses on the individual and team-wide  
Skills and achievements of employees in internal sales  
field service within DACH.  
  
As a \*Sales Excellence & Training Manager DACH (m/f/d)\* you will be  
responsible for the following topics:  
  
· Conception and orchestration of development strategies and programs  
for sales managers: inside and employees in DACH  
· Responsibility for the preparation, implementation and follow-up of  
Sales and machine training (incl. e-learning) in all segments in the  
out-of-home area  
· Conceptual development and implementation of training for both  
internal employees as well as external customers (m/f/d) (Jacobs Academy)  
· Development and implementation of coaching workshops and  
Coaching sessions for managers (m/f/d) and employees  
· Independent development, optimization and implementation of  
Processes for the areas of internal and external sales in  
Cooperation with the specialist departments, the sales management and the  
management team  
· Close cooperation with global colleagues, key accounts and  
Sales force, marketing excellence, category and segment marketing as well  
MR  
· Technical and disciplinary management of an employee  
  
qualifications  
  
For this role as \*Sales Excellence & Training Manager DACH (m/f/d)\*  
we are looking for someone who has the following skills and experience:  
  
· University degree in business administration or equivalent  
related discipline  
Proven professional experience as a trainer, moderator or coach, esp.  
in sales department  
· Relevant experience in the field of process management, process development  
or process consulting  
· Strategic and conceptual thinking, communication skills and  
assertiveness  
· Management experience desirable  
· Very good command of spoken and written English  
· Salesforce knowledge desirable  
  
Additional Information  
  
\*Your Benefits\*  
  
2 days home office per week (currently Mondays and Fridays)  
· Award-winning pension concept including company pension scheme  
· Intensive induction and individual development opportunities  
  
\*START DATE\*: 07/01/2023  
\*LOCATION\*: Bremen  
\*Limitation unlimited  
\*WORKING HOURS\*: Full time 100% (40 hours)  
  
Apply for this position using the "Apply now" button.  
  
If you have any questions about this position, you can contact Lorena Diall.  
  
/\*Diversity, Equity and Inclusion  
are values ​​that we anchor in the company under the umbrella of "TrueYou".  
and live. We create an environment for all employees that shapes  
is of diversity and difference, of justice and fairness and  
from a sense of belonging that allows everyone to fulfill their potential  
to unfold. DE&I is embedded in our global  
Sustainability strategy: /.\*  
  
\*JACOBS DOUWE EGBERTS DE GmbH \*- Langemarckstraße 16 - 28199 Bremen |  
Germany - District Court of Bremen, HRB 30464 | Managing Director: John Brands,  
Andreas Windler, Csaba Juhasz, Uschi Wagener, Gerald Hammer, Suitbert  
Hellman | Chairman of the Supervisory Board: Michael Baminger  
  
Follow us on and learn more about JDE there! Sales-Manager/in None 2023-03-07 16:10:06.467000