8985 11590 Senior Business Consultant (f/m/d) Scaling and Adoption Job Title: Senior Business Consultant (f/m/d) Scaling and Adoption  
  
Location : Nürnberg (Germany) or Prague ( Czech Republic)  
  
Mode of Employment : Permanent / Full-time  
  
THINKING INDUSTRY FURTHER  
  
Siemens Digital Industries 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 shapes the future of sales through first-class consultation and innovative solutions in our regions for a unique 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 best practices 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?  
  
- As Senior Business Consultant you are part of the Next Level Sales Operations team, driving regional scaling and adoption of sales transformation in the assigned regions.  
  
  
- To act as an interface for operational sales processes between RCs and HQ Deploy scaling of e.g Partner Sales; Inside Sales; Digital Selling  
- Ensure regional adoption of sales processes and sales activities (e.g., customer segmentation, sales planning, CPQ)  
- Ensure that the vital documentation and mentorship is available for the regions  
- Support regional companies in execution.  
- Handle Stakeholder interactions.  
- Drive stakeholder alignment to ensure consistent communication and involvement  
  
  
What you need to make real what matters.  
  
- An academic degree in engineering or business administration is the basis of your success.  
- You bring with long years’ experience as Business Consultant from an international Sales environment.  
- You have an extensive experience in implementation of sales processes rounded by an outstanding analytical and conceptual thinking skills.  
- Furthermore, you are experienced in cross-regional and cross-cultural projects and therefore, you have an excellent knowledge of English; fluent German skills are a plus.  
- Strong team orientation, self-efficiency and proactiveness  
- A can-do attitude is needed 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 benefits here   
  
  
Individual benefits are adapted to meet local legal regulations, the requirements of different job profiles, locations, and individual preferences.  
  
Make your mark in our exciting world at Siemens.  
  
As an equal-opportunity employer we are happy to consider applications from individuals with disabilities .  
  
www.siemens.com/careers - if you would like to find out more about jobs & careers at Siemens.  
  
FAQ  - if you need further information on the application process.  
  
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#disales Master of Business Administration 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 16:08:57.960000