8996 11601 Senior Business Consultant (w/m/d) – Sales Roles Title: Senior Business Consultant (w/m/d) Sales Roles  
  
Location : Nürnberg, Germany  
  
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 People Excellence team, driving the regional transformation by designing future sales roles and future skills as foundation to have a best performing salesforce in place.  
- Driving the digital transformation of sales roles in the virtual age.  
- Design the future sales roles of DI S in the regions.  
- Define together with stakeholder’s role specific attributes (e. g. skill set, onboarding program, trainings, career path, etc.).  
- Define a target picture of different sales roles necessary in the regions depending on customer segmentation  
- In close collaboration with stakeholders, you deliver levers to optimize the regional GTM setup  
- Relationship & project management internally & externally with stakeholders  
- Through external and internal networking, research and benchmark of different role concepts contribute to further develop DI Sales roles to be ready for future  
- Define and develop together with stakeholders a future-oriented reporting systematic for sales roles  
  
  
What you need to make real what matters?  
  
- A Master’s Degree in business or related business experience.  
- You bring with long years’ experience as Business Consultant in an international Sales organization.  
- Ideally you bring with a solid experience in project management and stakeholder management.  
- Strong experience in the field of People Excellence, Sales Roles, and Skill Management.  
- Exceptional 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 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 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.  
  
#disalesrampup  
#disales Business economist (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 16:08:59.233000