EMEA Manufacturing Industry GTM Leader

SLSQ424R440

While candidates in the listed locations are encouraged for this role, we are open to remote candidates in other locations.

Databricks is looking for a highly strategic, agile, and result-driven senior executive of Manufacturing to lead our technology go-to-market (GTM) initiatives in Europe. This executive will play a crucial role in driving the execution of our GTM strategy, ensuring the successful commercialization of our technological products, and fostering strategic partnerships to improve our market presence. If you have a passion for technology, a strong track record in manufacturing, and an innovative mindset, we'd love to meet you.

You will report to our Manufacturing Global Industry Leader, but will have daily engagement with EMEA leadership.

The Impact You Will Have:

Drive the strategic and operational execution of our GTM initiatives, focusing on our manufacturing and logistics industriesBuild alignment with senior leaders across the EMEA organization, and collaborate with cross-functional teams including Sales, Field Engineering, GTM, Marketing, Partnerships, Product, Marketing and external partners to develop and implement effective GTM strategies and programsBuild and maintain executive relationships with key stakeholders in the industry, including clients, partners, and suppliersCreate and publish thought leadership in journals and represent Databricks in key conferencesSupport the development of industry strategy and ongoing analysis of market trends and the competitive landscape to align our GTM strategies with the market dynamics and to capitalize on growth opportunitiesDefine key performance metrics and goals for the manufacturing GTM initiatives, monitor progress, and adjust plans as necessaryTravel to locations across Europe, the Middle East and Africa for customer meetings, executive briefings, events and other engagements

What We Look For:

Bachelor's Degree in Business, Engineering, or a related field. An MBA or other relevant post-graduate qualification is preferredMinimum 10 years of experience in a leadership role within the manufacturing sector, with at least 5 years in a strategic GTM roleDemonstrated success in launching technology products to market in a manufacturing environmentStrong understanding of the data technology landscape and ability to integrate new technologies into the manufacturing processExceptional leadership and team management skills, with the ability to inspire and lead cross-functional teamsProven track record of building and maintaining strong relationships with key stakeholdersFluency in German or French, plus EnglishExcellent analytical and strategic planning skillsStrong verbal and written communication skills, with the ability to convey complex information in a clear and concise manner

Benefits

Private medical insuranceLife, accident & disability insurancePension PlanVision ReimbursementEquity awardsEnhanced Parental LeavesFitness reimbursementAnnual career development fundBusiness travel accident insuranceMental wellness resourcesEmployee referral bonus

About Databricks

Databricks is the data and AI company. More than 10,000 organizations worldwide — including Comcast, Condé Nast, Grammarly, and over 50% of the Fortune 500 — rely on the Databricks Data Intelligence Platform to unify and democratize data, analytics and AI. Databricks is headquartered in San Francisco, with offices around the globe and was founded by the original creators of Lakehouse, Apache Spark™, Delta Lake and MLflow. To learn more, follow Databricks on Twitter, LinkedIn and Facebook.

Benefits

At Databricks, we strive to provide comprehensive benefits and perks that meet the needs of all of our employees. For specific details on the benefits offered in your region, please visit https://www.mybenefitsnow.com/databricks.

Our Commitment to Diversity and Inclusion

At Databricks, we are committed to fostering a diverse and inclusive culture where everyone can excel. We take great care to ensure that our hiring practices are inclusive and meet equal employment opportunity standards. Individuals looking for employment at Databricks are considered without regard to age, color, disability, ethnicity, family or marital status, gender identity or expression, language, national origin, physical and mental ability, political affiliation, race, religion, sexual orientation, socio-economic status, veteran status, and other protected characteristics.

Compliance

If access to export-controlled technology or source code is required for performance of job duties, it is within Employer's discretion whether to apply for a U.S. government license for such positions, and Employer may decline to proceed with an applicant on this basis alone.