



We are looking for our Headquarter in Geeste (DE) or our subsidiary in Rotterdam (NL) to the next possible starting date for a

Strategic Sales Manager (m/w/d)

Growth, Innovation, Sustainability

We are Klasmann-Deilmann. Our team of over +1.000 colleagues worldwide an annual turnover of around €320 million across more than 100 markets. We stand for the quality, innovation and sustainability of a global market leader. Our growing media enable the growth of billions of plants, contributing to feeding the world's population and creating a thriving planet. We are seeking the ideal candidate to help us realise our vision of a green planet.

Key accountabilities

- Coordinate sales operations and sales projects on a group-wide level
- Support new product launches
- Deliver data-driven insights on sales performance, market trends, and business opportunities in collaboration with local sales entities
- Develop and manage sales reports, dashboards, KPIs, and analytical tools to support strategic decision-making
- Identify growth opportunities in the market and improvement areas within the sales organization and drive the implementation
- Establish and manage a Key Account Management System
- Ensure alignment and transparency between sales teams, management, and other business functions
- Prepare sales reports for the management and organize regular sales calls

Develop your strengths

- Degree In Business Administration, Economics or a related field or comparable qualifications
- Several years of experience in sales operations, sales controlling or a similar analytical role in an international environment
- Strong analytical and strategic mindset with a solid understanding of market dynamics
- Excellent communication and stakeholder management skills, including senior leadership interaction
- Advanced data analysis skills (Excel, BI tools, CRM systems) and a structured, solution-oriented working style
- Fluent English and good German skills in speaking and writing

Apply now for your new position

If you want to make a difference with fresh ideas, then you've come to the right place. We look forward to receiving your application! Please use our online application portal at www.klasmann-deilmann.com/en/careers/joblist/ or send your full application to: personal@klasmann-deilmann.com

