



With more than 150 employees and subsidiaries in the US, UK, Japan and China, GMG is the leading supplier for high-end color management and proofing solutions since 1984. GMG software allows colors on printed materials to be reproduced exactly as expected, whether it is an ad, a publication or packaging.

GMG Headquarters in Tuebingen, Germany, is looking for a

Head of Sales Enablement – EMEA (f/m/d) full-time

True to our philosophy of “customer first”, this strategic role will focus on further establishment of a customer centric sales organization – with development prospects on a global scale.

Your role:

- Implement a strategic and structural framework that enables
 - the sales and marketing team to initiate and foster long-term relationships with new and existing customers and distributors
 - the company to increase product profitability
 - Result driven Sales Steering
- Empower the team to establish skills and capabilities in order to
 - create value for our customers on every touchpoint of the customer journey
 - ensure a scalable sales and customer management process
- Lead, manage and coach the sales and marketing team
- Ensure consistent training for the sales and marketing team
- Drive full utilization of the CRM system and implement new tools that foster knowledge transfer and a scalable sales process

Your profile:

- Customer Centric driven Mindset
- Several years of professional experience in Enabling and Empowering Teams in Software Sales
- Entrepreneurship and strong leadership personality with the ability to execute on priorities
- Proven experience and competencies in building and working with effective, international teams
- Outstanding communication in a global environment and intercultural expertise
- Business fluent in German and English, further language skills would be an advantage
- Successfully completed studies in the technical or business management field or comparable qualifications
- Expressed willingness to travel (up to 30 %)

We offer:

- Independent work with plenty of creative freedom
- Diverse, innovative and challenging tasks
- Established, internationally active company
- Regular further education and training
- Flexible working arrangements

Interested? Then we look forward to receiving your application, indicating your salary expectations and earliest possible start date.



“Flat management structures and therefore short decision-making processes allow a pragmatic and solution-oriented thinking in our teams.”

Jochen Moehrke
Manager Customer Support

Welcome
to the Team!

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