

# United Kingdom Jobs Expertini®

**(Senior) Manager Sales & Marketing Practice (m/f/d)**

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Company: AURELIUS Group

Location: United Kingdom

Category: other-general

Our in-house “Sales & Marketing Task Force” supports and advises our portfolio companies on the optimisation and realignment of their Sales and Marketing organisation.

## **Responsibilities**

Development and implementation of optimization concepts along the entire Sales & Marketing process (including multichannel strategies / new sales channels / sales incentives / pricing and condition systems)

Optimization of sales processes through sales controlling and increases in efficiency in the field service organization

Development of new, digital business models

Performing due diligence tasks in the context of company acquisitions

Implementation of quick check analyzes for optimization potential of the portfolio companies after the acquisition

Motivation and involvement of employees through critical transformations with the required sensitiveness and speed

## **Qualifications required**

Economics degree from a renowned university, alternatively relevant working experience

At least five years of relevant professional experience in sales and marketing in various industries (B2B/B2C)

Experience in a strategy consulting company, start-up or private equity environment

Independent way of working, outside the box thinker and driver of innovative approaches

Expert in one or more areas, Pricing, Commercial Excellence, Revenue Management, CRM, e-Commerce, Marketing

Project management experience and knowledge of project management methods

Change manager with strong technology affinity

Entrepreneurial thinking and acting combined with strong analytical and implementation skills

Excellent communication and leadership skills

Familiar with working in fast paced environments with all hierarchical levels up to the top management

Pragmatical and hands-on mentality

Willingness to travel extensively

Fluent in English, further language skills are welcome

### **Our offer**

An attractive and performance-related remuneration package

The opportunity to implement your own ideas and create real entrepreneurial added value

Dynamic career development in a very successful and rapidly growing investment company

Flexible place of work in a country in which an AURELIUS location is represented

Please apply online including all relevant application documents and stating your earliest

possible starting date and salary expectation.

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