



Head of Internal Sales (m/f/d)

We are looking for a strong leadership personality to manage our internal sales team. As the interface to our customers in the retail and food service sector, you will be responsible for optimising our processes, increasing customer satisfaction and actively shaping the digital transformation.

Hügli
Nahrungsmittel
GmbH
Güttingerstrasse 23
78315 Radolfzell

Contract type Permanent
Workload 100%
Start of employment ab sofort
Language German
Working time model Hybrid working time after coordination

Do you have any questions?



Pietro Calvagna
Talent Acquisition Specialist
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Apply online



You can find all the details online as well as the opportunity to apply directly.

Your tasks

- Management, development and motivation of a team of 50 employees in internal sales.
- Design, implementation and continuous improvement of KPI-supported order management processes, using and optimising the newly implemented SAP S/4HANA environment.
- Management of our front and back office services.
- Active communication and management of change processes to ensure a high level of employee acceptance and motivation.
- Identifying and implementing opportunities to digitalise and automate processes and communication.
- Stakeholder management across all levels to ensure smooth collaboration and optimal realisation of corporate goals.

What you bring with you

- Degree or comparable qualification.
- Several years of management experience in internal sales (> 30 employees), ideally in the food industry.
- Sound knowledge in the design and optimisation of order management processes, ideally in a B2B environment.
- Good knowledge of the possibilities of SAP S/4HANA for process optimisation and digitalisation
- Strong leadership and people management skills.
- Analytics thinking and the ability to develop a convincing target picture and to take the team and stakeholders with you on the way there.
- Experience in active communication and managing change processes.
- Hands-on mentality and ability to work in a team.

What we offer



Catering

Catering is very important to us, and the freshly prepared food served in our staff canteen is evidence of this for our employees.



Mobility

Thanks to our travel allowance, good public transport connections and plenty of parking spaces for cars and bicycles, our employees can travel easily.



Professional development opportunities

We offer professional development opportunities in an international environment. We offer a wide range of further training programmes and regular training courses on our training campus.



Health

All employees have the opportunity to take advantage of sports, leisure and wellness programmes throughout Germany with HANSEFIT.