



Sales Excellence Manager - Europe

- **Newly established role – opportunity to help carve out global sales excellence success**
- **Mix of strategic planning – analytical acumen – operational execution – insightful advisor**
- **Balance of leading, doing & influencing, in close partnership with Sales, Ops, Finance, Marketing**

Inquisitive by nature, you'll understand business nuances & trends & enable our Sales team with programs, tools, processes & insights as a competitive differentiator & help drive growth.

About Datamars

Datamars is a global data solutions company with a 30+ year legacy in animal and textile solutions. Building on our history as a successful RFID identification and data solutions company, we bring together products, technologies & capabilities to put powerful data in the hands of our livestock, pet and textile customers so they can make better informed decisions.

Focusing on maximising both the effectiveness and efficiency of our **Livestock Management activities in Europe and the Global Animal Health Delivery Systems commercial footprint** – you'll sit within our Sales Excellence and Sales Operations organisation playing the role of reliable and insightful advisor to our Europe and global sales teams.

An insight to the role

- Working closely with our Global Head of Sales AHDS & Head of Sales Operations & Sales Excellence, you'll actively support the continuous improvement of global sales processes, procedures & systems within Datamars Commercial Ecosystem to best support across the varied sales models including Channel, End user & Inside Sales
- Be the AHDS & Europe champion for CRM – own, support & drive high utilisation within the sales teams
- Support the building & execution of a measurable end-to-end sales process, from prospecting to deal closure fitting the different sales models in place
- Support the development & roll out of the CRM training, best practise & hands on activities for creating awareness & boosting adoption of the CRM in order to maximize market position, enable cross selling & drive sales improvement
- Be a change agent collaborating with the sales organisation to drive a high degree of accountability within the sales teams of key execution priorities
- Driving execution of the sales planning – plan quarterly refresh of customer assignments to Sales Reps & corresponding revenue responsibility, focusing on effort distribution & regional/vertical/organisational nuances
- Gather the sales & channel analytics needs across the sales organisation to drive effective execution of sales strategies
- Deliver adhoc analytical insights & collation of qualitative commentary to highlight best practises & recommendations for strategy refinement
- Developing business strategy – Partner with aligned Sales Leaders to develop & implement sales strategy, including running the core business, ideating on growth initiatives, fine tuning GTM reviewing pricing level at product level & identifying automation/scale opportunities

Key success factors

- At least three years professional experience in sales operations; commercial excellence or business operations
- Proven success & experience in driving change management in a sales environment is a must
- Outstanding analytical & problem-solving skills & proficiency with MS Office suite, especially PP & Excel
- Experience in using CRM solutions is essential (We use Salesforce) – implementation of technology solutions such as BI, CRM, Marketing Automation solutions & other sales related technology
- Inside Sales team leader experience is advantageous as would exposure with pricing
- Bachelor's degree in Marketing, Finance, Economics or related field
- **Languages** – Professional level English – Italian or Spanish ideal but not essential

Culture & Values

- **Be Passionate; Aim to Excel; Respect one another; Strive for Performance; Be Empowered!**
- Customer centric – Solution focused – Relationship driven
- Innovative – delivering advanced integrated technologies to transform sectors
- Collaborative – sharing ideas & collaborating across global teams
- Competitive & growth mindset – Market leaders – Goal oriented – growth focused

Benefits

- Great team and culture – flexibility to work in the office & at home
- Base salary plus incentive – Public transport yearly subscription – Pension fund contributions

DATAMARS

- Short walk to the train station – Modern offices
- Opportunity for career development and growth opportunities
- Global secondment opportunities for those interested in international experiences

Location – Ideally Lamone, Switzerland with our HQ Team

As a vertically integrated business with a head office in Switzerland and market-based operations in over 21 countries, we unite people from diverse sectors, backgrounds, countries and professions. This proudly diverse and inclusive culture strengthens our collective abilities to make a measurable difference to the profitability and quality of life of customers, the sustainability of sectors and the future of the environment.

We have R&D hubs in four locations, production facilities in six locations and sales and marketing hubs in over 24 locations worldwide. We are constantly evolving, which allows our people to engage with stimulating & innovative technology, products & projects.

Please apply online and for further insight into our business, products and innovations visit www.datamars.com and follow us on LinkedIn <https://www.linkedin.com/company/datamars-sa>