

# Director (m/f/d) Global Commercial & Sales Operations

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## We're Hiring

### Tasks

Develop & evolve end to end commercial & sales reporting and operational management structure reflecting especially geos, markets, products, industries, marketing, Demand gen campaigns, win/loss and more...

Weekly/monthly/quarterly sales overview and adhoc meeting/workshop and reporting support

Definition and management of key relevant commercial KPIs

Definition/reworking of Sales compensation model

Building a small team around a „Deal Desk“ function, giving commercial/contracting support to sales executives

Developing and setting up Pursuits skills for big RfPs and „Million-€ deals“

Management, development and inspiration of team

Key target audience (CCO, Sales Mgmt, CEO, Overall Group Leadership)

### Qualifications

Minimum 10 years of experience in a similar position within the Software / SaaS / Tech industry

Entrepreneurial mindset, high energy, enthusiasm and passion for the identity business

Experience in working with Salesforce as CRM and Sales Management tool

Highly analytical, excellent understanding of Sales

Excellent communication and contract negotiation skills, as well as the ability to effectively present to all levels of management

Strong ability to work in a highly dynamic and innovative environment and across multiple teams

Fluent language skills in English is a must, other languages welcome

### We offer

Be part of a growing, dynamic, and constantly learning team in a cutting-edge, fast-paced technology company

Cross-functional role with many touchpoints to other departments within IDnow

We value development: use your training budget for what excites you the most

We make your remote work comfy: we provide support on equipment and offer flexible working hours

In case you have further questions, please feel free to contact **Jacqueline Arlt** at +49 89 413 24 6050.

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## Additional information

Location | **Munich**

Position type | **Full-time employee**

Start of work

**Sep 20, 2021**

Responsible

Ben Marney