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After Sales & Commercial Excellence

Manager

Europe-based, hybrid work

Our client is an international B2B technology business looking for a commercially strong After Sales & Commercial Excellence Manager to drive service growth, process excellence, and sales transformation. This role offers strong visibility and the opportunity to build scalable commercial and service structures in an international environment. Acting as a bridge between strategy and execution, you will help translate growth ambitions into practical concepts, clear processes, and measurable results across sales and service.

Ansprechperson



Claudia Raimann

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Your Role

- You will develop aftersales into a profitable growth area by shaping service offerings, identifying opportunities, and translating them into practical commercial concepts.
- You will design scalable service and repair structures, including business cases, governance, KPIs, and performance follow-up.
- You will simplify and harmonize commercial processes across sales and service to improve speed, transparency, ownership, and customer responsiveness.
- As key user of the digital sales tool, you will improve system usage, data quality, standards, dashboards, and user adoption.
- You will support sales transformation by structuring workstreams, aligning stakeholders, tracking progress, and ensuring measurable results.

Your Profile

You are a commercially minded professional with experience in commercial excellence, sales operations, or service business development in an international B2B environment. You combine strong analytical skills with a pragmatic, hands-on approach and are confident working with business cases, KPIs, profitability analysis, and digital sales tools. Beyond your technical expertise, you know how to lead cross-functional initiatives, create alignment between senior and operational stakeholders, and deliver results through influence, clear communication, and disciplined execution. With your resilient, data-driven mindset, fluent English, and willingness to travel internationally when required, you are well equipped to make a tangible contribution to commercial performance and service growth.

Benefits

While this position will be **based at one of our client's offices in Europe** (in accordance with your personal preferences), **hybrid work arrangements** are certainly a possibility, combined with **regular business travel**.

The compensation package will be competitive and aligned with your experience, seniority, and country of employment. As an indicative range, the annual gross base salary is expected to be around € 90,000 to € 110,000, plus variable compensation.

Leistungen

Home-Office Option

Jährliche Gehaltsspanne

Mindestgehalt: € 90.000

mögliche Überzahlung: € 110.000

Kontakt

Für weitere Fragen zum Bewerbungsprozess wenden Sie sich bitte an:



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