

»Maybe tomorrow AI will be driving innovation.«

Cristina

Innovation Technology



Tomorrow is our home.

Find out how you can enjoy, grow and perform at BSH Home Appliances Group: As a leading manufacturer of home appliances and solutions, we encourage commitment and open-mindedness among our employees. With our global brands Bosch, Siemens, Gaggenau and Neff as well as our local brands, our focus truly is on innovation. And that doesn't just apply to our products and services, but also drives the way in which we cooperate, exchange ideas and organize our teams. Everyone is invited to make their individual contribution to our overall success. Join us now and give your career a home.

Category Business Manager Surface and Ventilation

BSH Elettrodomestici S.p.A. | Full time |

Milano

YOUR RESPONSIBILITIES

Accountable for the Business Unit's turnover growth, market share and profitability targets within the respective Sales Area. Manages the local product portfolio with corresponding GTM measures. Responsible for bringing local perspective into Business Unit's strategic framework.

- / Operational, KPI-based steering of the local BU's P&L (all respective brands), incl. continuous business performance analysis.
- / Definition and implementation of the BU's local strategy and holistic GTM measures (esp. assortment & pricing) based on order book principles.
- / Market and competitor analysis to identify market potential. Definition and implementation of the resulting market and product measures.
- / Ensure local input for BU strategy and PDP projects. Serve as point of contact for BU, involve additional local resources as needed.
- / Setting Targets with Sales. Gather insights and feedback from the local market to inform business strategies and decision making

YOUR BENEFITS

- / Hybrid working
- / MBO Bonus scheme
- / Flexible benefit (welfare online platform)
- / Ticket restaurants
- / Occupational and non-occupational insurance for accidents and permanent disability

YOUR PROFILE

- / University Degree in Marketing, Economics or similar fields
- / Experience of at least 5 years in the function
- / Strong analytical skills and comfortable dealing with numerical data
- / Strong communication & interpersonal skills
- / Mother tongue Italian; Fluent English written and spoken (C1)

FURTHER INFORMATION

Please visit bsh-group.com/career. We would love to welcome you in our team!

Your application will also be forwarded to individual employees of the following company for the purpose of filling the position: BSH Elettrodomestici Spa.

Find a new home for your professional ambitions:

Apply online now

Home appliances under the brands:

