

We need you.



As part of our Sales Controlling team, you will manage and optimize our sales performance by defining, analyzing, and continuously developing key KPIs. Through meaningful reporting and well-founded analyses, you will create transparency and lay the foundation for data-driven decisions. In close collaboration with Sales, Business Operations, Analytics and Senior Management, you will turn numbers into concrete recommendations for action and act as a strategic sparring partner.

The annual gross salary for this position ranges between €55,000 and €70,000, depending on qualifications and experience.

Your Tasks

- You define and monitor key sales KPIs as part of our Sales Controlling team and continuously develop them further.
- Creating meaningful recurring reports and presentations, as well as conducting and evaluating ad-hoc analyses
- You proactively support the leadership team in interpreting KPIs and derive concrete recommendations for action.
- You work closely with senior management to translate sales data into further actions - communication at this level comes naturally to you.
- You act as a bridge between Business Operations, Analytics and the Sales department.

Your skills

- You have a successfully completed degree in business administration or a similar field.
- You bring at least 5 years of relevant professional experience, for example in controlling or sales steering.
- You have already worked in a sales organization and are familiar with sales-related processes.
- You are highly proficient in Excel, enjoy working with the MS Office suite (especially PowerPoint), and are eager to extract and work with data from a complex CRM system

(Salesforce).

- You have excellent communication skills, enjoy working in a team, are assertive, and possess a strong analytical mindset.
- Fluent business English, both spoken and especially written. German is a plus.

Your Benefits

- Bring your dog to the office
- 6 week vacation
- Mobile devices also for private use
- Drinks, food & goodies
- Restaurant vouchers and employee discount
- Transparent, competitive salary
- Up to 12 weeks Workation
- Remote work option
- Trust-based working hours
- Communication on equal terms

Your Contact

You still have questions?

Feel free to get in touch with me.

Jana

Jana Roth

Recruiting Manager

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Apply