



Do you regard freedom as an opportunity to do something new? Do you say what you think, and do what you say? Does success drive you to take on new challenges and overcome them with passion? Then Rodenstock is just the place for you!

SALES STRATEGY & EXCELLENCE MANAGER GERMANY (M/F/X)

Your responsibilities

- Driving sales go-to-market execution, performance optimisation, and technology enablement
- Acting as a growth multiplier for the German sales organisation through orchestration of commercial strategy development and execution in cross-functional alignment market priorities, territory models, and commercial plans in accordance with the leadership team
- Development and implementation of corrective measures in response to performance deviations
- Support for ongoing customer segmentation and execution of account strategies
- Fostering transparency in sales performance, capacity, and key KPIs through analytics and business intelligence
- Coordination of cross-functional execution with Marketing and Sales Operations
- Provision of insights, tools, and supporting materials to the sales team
- Promotion of commercial capabilities through learning and coaching tools and the adoption of best practices

About Rodenstock

The Rodenstock Group is an international innovation leader and manufacturer of spectacle lenses in the eye health sector. This is driven by our philosophy “B.I.G. VISION FOR ALL – Biometric Intelligent Glasses” for a paradigm shift in bespoke varifocal lenses. The medical technology company, founded in 1877 and headquartered in Munich (Germany), employs around 4,100 people worldwide, maintains five central production facilities and is represented by sales offices and distribution partners in more than 85 countries. Due to the combination of German brand quality, technical innovation and global growth, you will find a wide range of work with a good deal of freedom for new ideas and your own personal development at Rodenstock.

Your profile

- Completed studies in Business Administration, Economics, Engineering, or Data Analytics
- Several years of professional experience with a focus on sales strategy, commercial excellence, steering, and/or consulting, preferably in the MedTech or B2B sector or at a management consultancy
- Strong analytical skills and in-depth sales expertise, including experience with KPI frameworks
- Excellent command of MS Excel and PowerPoint; strong proficiency in sales analytics and business intelligence tools, e. g. Power BI or Tableau
- Business-fluent in German and English
- Very good command of structured problem-solving with a strong focus on data-based decision-making
- Excellent stakeholder management skills and capability-building experience
- Empathetic and empowering professional, comfortable working in cross-functional setups and driving change management and continuous improvement

What we offer



internationality,
agile structures



attractive compensation,
corporate benefits



flexible
working hours



onboarding,
internal academy



support
of health



employee
events



sustainability



lenses
employee discount

Location

Elsenheimerstr. 33
80687 Munich
required immediately

Your application

We are looking forward to receiving your online application at www.rodenstock.de/karriere-jobs
Ref. No. 1910

Your contact person

Ms. Kunz
Senior Manager
Recruiting & HR Marketing
+49 (0)89 7202 - 427

Visit us on LinkedIn, Facebook and Instagram.