

Head of Enterprise Networking Propositions Europe-wide role, so travel is to be expected

As Head of Enterprise Networking Propositions you will define, own and manage our Enterprise Networks propositions responsive to our customer's needs. There is also a requirement to liaise with sales; channel partners; marketing; IT (including billing); legal; and operations and customer support to ensure that sales volumes, revenue, margin and customer satisfaction goals are met.

Responsibilities

- Develop a clear Enterprise Networking proposition plan to include services Damovo should develop and those we should take from vendors; deciding which vendors these should be
- Ensure that the strategy is executed on a Group-wide basis
- Drive the decision making on selected solutions, partnering, build versus buy, go-to-market approach etc. at MD/Board level by creating "decision templates" that demonstrate the benefits to our customer as well as the return on investment to Damovo
- Establish and maintain a strategy to maximise the profile of Enterprise Networking in the minds of the sales-force
- Ensure that the commercial performance targets, including sales volumes and margins for Enterprise Networking are met
- Design highly differentiated customer value propositions based on customer needs, research and feedback
- Development of pricing strategies and business cases for new product developments
- Provide detailed product descriptions for the development of sales, customer experience, web-site and training information
- Develop and execute Go-To-Market strategies
- Develop and execute global and local campaigns to drive lead generation for pipeline growth
- Work with the Marketing team to ensure optimum marketing resources are allocated to Enterprise Networking
- Support the sales channels with high profile and high value customer engagements.
- Become spokesperson for Enterprise Networks to support PR strategy including social media channels
- Create strong messaging and content assets for your proposition area
- Have a good working knowledge of the business and how it operates
- Work with external third parties to assess partnerships and licensing opportunities
- Maintain the Enterprise Networking section of the intranet to ensure that Damovo staff have easy access to all required information and announcements

About Damovo

Damovo delivers technology-enabled business efficiencies to enterprises around the world, enabling them to stay ahead in today's digitally transforming world. Our customers benefit from our 40 years of experience, expertise and ecosystem of industry partners. Through our consultative approach (understand, deliver and improve) we work with our customers to explore how technology can support their business objectives now and into the future. Our portfolio includes solutions around Unified Communications and Collaboration, Enterprise Networks, Contact Centres, Cloud Services and Global Services. Damovo has regional offices across Europe and a global capability spanning over 120 countries. Whatever the sector and wherever the geography, we give our 2,000 customers the tools they need to accomplish continuous business improvement.

Our offer

- Competitive salary and benefits
- The opportunity to join a growing, global organisation that wants you to succeed and realise your full potential
- The chance to drive our enterprise networking business success by developing a clear proposition according to our customer's needs

Your Profile

- Be results oriented and have strong commercial acumen
- Proven ability to motivate and influence cross-functional teams without formal authority
- A can do attitude with the ability to build relationships with key stakeholders
- Excellent communication skills at all levels including the ability to present product plans and commercial performance clearly
- In-depth and proven working knowledge of Enterprise Networking
- Excellent understanding of the business to business Telecoms / IT sector notably Enterprise Networking
- Detailed knowledge of competitor offerings
- Good understanding of customer's business issues that can be solved by Enterprise Networking
- The creativity and ability to inform marketing executions
- Ability to juggle multiple parallel projects, often with changing requirements and priorities
- Ability to deliver within tight deadlines

Send to

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