A more efficient and CO_2 free future starts with intelligent design as we prepare for a world that will be increasingly digital and electric. Our business and technological ambition is to develop and provide a complete range of best-in-class electrical design software for high efficiency and reliability.

ALPI has been developing software solutions for electrical design, engineering calculations and BIM design since 1986. Since 2019, ALPI is also part of the Schneider Electric SE group.

We are hiring a Sales Enablement Specialist in the Software Division of Energy Management!

Sales Enablement Specialist (M/F/X) –DACH

The Sales enablement specialist will cover the needs for IGE-XAO and ALPI Software's growth in the DACH region.

In your new role you will be part of Schneider Electric Software Division who recently acquired both companies. Schneider Electric is **the global leader in the digital transformation of energy management and automation**.

Join us in this exciting and rewarding mission doing Sales Enablement in Germany, Austria and Switzerland!

Your Mission:

To contribute to the improvement of the sales team performance by setting up sales techniques training, great pitch decks, and contributing to developing a strategic market approach to our business growth. You will also be involved in organizing local marketing activities (online and offline).

You have an excellent understanding of B2B sales processes, ideally you have some hands-on sales experience in the software industry. You understand marketing best practices and you are confident with producing relevant content for various channels. You are an excellent networker who can navigate the organization and pull resources from various stakeholders.

This role is for an organized multi-tasker with past experiences both in sales and marketing.

Your Key Responsibilities:

- Provide sales leaders and reps with the learning materials, content, and resources to drive growth and success.
- Provide effective onboarding and training programs for sales reps in collaboration with the entities.
- Build a trusted relationship with sales reps and partner with the sales team to develop and execute impactful, data-driven solutions for transforming the sales process.
- Serve as a liaison between sales, marketing and product teams. Notably, gather and relay feedback to continuously iterate on the enablement strategy.
- Support local marketing activities as and when required
- Maintain sales enablement software to ensure it is easily accessible and provide the capabilities sellers need.

Desired skills/experience:

- A strong understanding of the sales environment, including sales content, tools and training
- Experience with content management and learning management systems
- Able to build internal relationships with sales and marketing
- Excellent organizational and communication skills
- Be creative and naturally curious with a growth mindset, constantly thinking of new ways to drive the efficiency and impact of our sales enablement programs
- Fast learner
- Experience in working with international teams and comfortable working to different time zones on occasions
- Excellent Powerpoint skills
- Knowledge of marketing best practice.
- Fluent German and English

Job position Information:

- **Reporting to**: Sales Enablement Leader EMEA
- **Location**: ALPI Deutschland GmbH Viernheim

Apply now

with your complete application documents (curriculum vitae, certificates, letter of motivation) and tell us your earliest possible starting date as well as your desired salary and send them to

b.voss@alpi-software.com

We are looking forward to meeting YOU!

For preliminary information, please contact your contact person Bea Voss, +49(0) 6204 / 60 14 6-21.