



Vacancy

Commercial Excellence Manager



The Digital
Neighborhood



The Digital Neighborhood is a fast-growing IT company with offices in the Netherlands and Scandinavia. The organization currently comprises thirteen different tech companies. Leveraging a consulting background and expertise in IT and digital services, the Commercial Excellence Manager will identify group-wide commercial synergies and opportunities to contribute to long-term growth.

Requirements

- 4+ years of experience in consulting
- Experience in IT and digital services
- Strong analytical skill
- Commercial acumen
- Stakeholder management skills

 Amsterdam

 Minimum of 4 years' experience



About the company

The Digital Neighbourhood

The Digital Neighborhood is a dynamic IT company comprising thirteen independent tech companies and counting, all specializing in Microsoft services. With a focus on data, applications, cloud computing and business intelligence, this community is at the forefront of making the world smarter, more agile, and more digital.

With offices in the Netherlands, Finland, and Denmark, and a workforce of thirteen hundred employees, the company is poised for rapid growth through strategic acquisitions. With the growth in the number of companies, an overarching view is important to oversee synergies in the market and identify opportunities to contribute to the business results of The Digital Neighborhood. The Commercial Excellence Manager becomes the driving force to stimulate group-wide growth. ▶



Vacancy

Commercial Excellence Manager

The Commercial Excellence Manager is a connector par excellence who looks strategically at the full spectrum of offerings of the Digital Neighborhood. Based on data, business intelligence and commercial insight, this smart talent delves into the customer and product portfolios of the 13 companies to identify interesting cross-selling opportunities and overlap. This is of course done in consultation with the local sales teams and CEOs of the portfolio companies. Gaining insight into segmentation, customer needs, pricing and the service and product offering is important to be able to develop and roll out a sales strategy at group level, in addition to the commercial plan per label. Presenting insights and analyzes in an appealing format, sharing knowledge across the organization and stimulating collaboration are all part of the duties of this challenging role.

The Commercial Excellence Manager is also responsible for providing standardized sales reporting at group level. For this purpose, it is important to contribute to the new CRM system and to be involved in determining the requirements for the creation of a solid Business Intelligence platform. ▶

As a key player in the organization, the Commercial Excellence Manager plays an essential role in stimulating long-term growth. All activities of the Commercial Excellence Manager are focused on identifying commercial opportunities and sharing information to achieve results more efficiently and to promote collaboration within The Digital Neighborhood. This mindset shift, from a focus per label to unlimited thinking at group level, is necessary to take The Digital Neighborhood to the next level and continue to realize customers' digital ambitions. ■



Interested?

The Digital Neighborhood is working with Top of Minds to fill this vacancy. To express your interest, please contact Sophie Jansen at sophiejansen@topofminds.com.

“In this role you identify commercial opportunities based on data and local input, but it is then also part of your job to get everyone involved in realizing the opportunities, this requires a strategic view and strong influencing ability.”

Joep Godding, Commercial Program Manager