



Joining the **Stanley Black & Decker** team means joining one of the world's largest, fastest growing, and most dynamic global companies. Stanley Black & Decker is a world-leading provider of tools and storage, commercial electronic security and engineered fastening systems. We have been globally recognized as one of the most innovative, sustainable, and rewarding companies in the world. Recent acquisitions have made us the largest hand-tool, accessory and power tool manufacturer in the world.

The **Stanley Black and Decker Leadership Program (SLP)** is a 2-year program designed to develop & accelerate the future generation of Stanley Black & Decker leaders. The program offers high-potential, early-career associates the opportunity to complement quality work experiences with exposure to challenging learning and development experiences.

The Commercial Sales Leadership Program offers the opportunity to strengthen your skills and ensure you have the tools to become a results-driven leader by working across the Stanley Black and Decker Industrial platform business units. During the three assignments of eight months duration each, you will become familiar with how we do business in the **Field Force, Inside Sales as well as Aftersales & Services** departments. From day one, you'll be working on topics and projects that make a difference and add value. You'll discover new ways of working, shape trends and deliver outstanding work. Be the force to thrive even further our commercial excellence!

## Commercial Sales - Leadership Development Program for Graduates (all genders)

An entry level position within the Stanley Black and Decker Leadership Program (SLP) based in Gießen and Linden / Germany starting as soon as possible - Remote 50%.

### Essential Job Functions and Responsibilities:

- **Inside Sales**

- Introduction in Automotive products & processes (Equipment & project execution) concerning our product divisions Fasteners and Equipment
- Project execution: involvement in the Configure Price Quote Tool Project
- Further cross-functional projects

- **After-Sales & Services**

- Defining new services & processes for a defined customer group
- Develop new advanced services based on the Voice of Customer (VoC)
- Defining the go2market strategy & being responsible for the sales success at the dedicated customer group
- Self-reliantly develop processes & deploy these to the organization

- **Field Force**

- Identifying customer needs: E Mobility hunting & new players
- Translate customer needs into SEF solutions: improve tool configurator, new engineering project, project management
- Streamline customer product portfolio management
- Support Sr Customer Manager Sales on product portfolio management
- Deep dive on E-Mobility future needs: state of the art and new needs, industry 4.0.

## Who you are:

- You have graduated recently or will graduate soon in Marketing, Business, or a related business field
- Fluency in German and English language (written and spoken) – French knowledge would be an add-on
- Must have demonstrated leadership experience e.g. in extracurricular activities
- Must have a passion for excellence and leadership and execute with the highest degree of integrity and accountability
- Demonstrates excellent written and verbal communications skills with the ability to communicate effectively with all levels of the business beginning with the shop floor and ending with senior management
- Self-motivated individual who strives for excellence and continuous improvement using analytical problem-solving skills
- Experience using Microsoft Excel and other applications in the Microsoft Office Suite
- Basic knowledge of accounting and finance
- Must be able to travel up to 25%, domestic and international travel
- Must have a “can-do” attitude – the desire to go above and beyond in all you do

## We offer:

- Invaluable hands-on experience with dedicated training and mentorship providing insights to what makes Stanley Black and Decker a great place to work
- Versatile international professional development opportunities that are individually tailored to you
- An attractive compensation package
- Flexible working time models & home office

All qualified applicants to Stanley Black & Decker are considered for employment without regard to race, color, religion, age, sex, sexual orientation, gender identity, national origin, disability or any other protected characteristic.

## Contact:

If you would like to be part of our vibrant team and fulfil your potential, please send us your application documents (CV, covering letter and certificates)

[Jetzt bewerben](#)