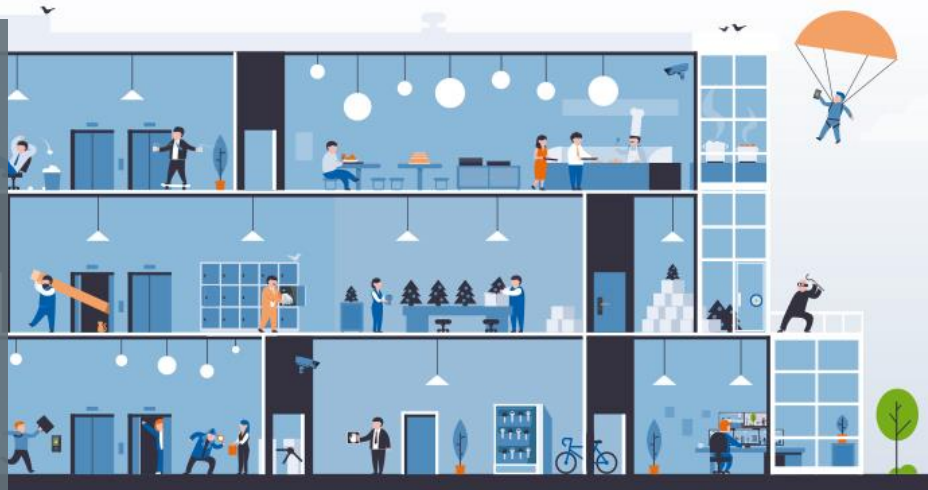




interflex.

For our Interflex-team we are looking for one at the earliest

Branch Leader (m/w/d) Netherlands



Allegion B.V. / Interflex Datensysteme, based in Vianen (Netherlands), belongs to Allegion since 2013 and is thus part of a worldwide network. Allegion, specialized in security around the doorway, comprises 30 global brands, some of which have been in business for more than 100 years. As we continue to grow, we are seeking an experienced

Branch Manager (m/w/x), vestigingsleider

Location: Vianen (Netherlands)

The Branch Leader Netherlands represents Interflex towards internal and external parties and takes on full P&L-branch-responsibility (plan/forecast/control)

Responsibilities:

- Managing our regional business by using a KPI-set for
 - Revenue
 - EBIT Margin thru Profitable Growth
 - Service Efficiency
- Acquiring new customers according to the company's strategy
- Binding existing customers with a view to growth respectively expansion of solutions (Software and SW/Hardware)
- Developing and execution a local strategy with tomorrow's market minds
- Observation and feedback on competitive situation
- Being responsible for realizing projects with middle large enterprise customers
- Negotiate on C-level / Key-Customer
- Drives forward our Cloud strategy
- Exchange and coordination with sales managers of other regions / other companies affiliated in the Group
- Leading the personnel in the region and providing them with focus on elevating their level of ability
- execution of guidelines from the corporation and the Interflex Management; responsibility for workplace safety and compliance
- close cooperation with the regional leader in Belgium, with shared responsibilities like systems, helpdesk ecc. You install our application at customers and integrates them in the system environment
- In cooperation with the customer you define specifications and progress of the project

Allegion (NYSE: ALLE) is an international security provider with leading brands including CISA®, Interflex®, LCN®, Schlage® and Von Duprin®. With a focus on security around doors and access, Allegion offers a wide range of solutions for homes, businesses, schools and other facilities. Allegion has sales of \$2 billion and distributes its products in approximately 130 countries worldwide.



Education and qualification:

- Bachelor's degree in technical economics, business informatics or comparable is required
- Proven P&L responsibility and verified leadership experience, nice-to-have: behavior in matrix organizations
- Strong communication personality with a clear understanding of leadership
- High degree of independence and intrinsic motivation
- Analytical and systematic way of thinking
- ≥ 5 years of experience in solution selling (Software and Software/Hardware)
- Strong customer and service orientation as well as performance and results orientation, travel readiness
- Proven success in change management, project management (Software) and business development
- Language skills
 - Dutch (mother tongue, C2)
 - English (≥ B2)
 - German (≥ B1)

Our offer:

- Flexible working hours and individual development opportunities
- Collaboration: You can expect helpful, open-minded and enthusiastic colleagues and supervisors
- Make it: Motivating, diverse work environment with room for your creativity and ideas
- Feel Good: Attractive salary package incl. benefits such as company car (private usage incl.), modern hardware and software, ecc.
- Onboarding: Onboarding program by supervisor, team, mentors, training center (face-to-face and online, e.g. LinkedIn learning) and events

Please send us your application documents stating your salary to centraljobs@allegion.com. You could also use LinkedIn. We look forward to receiving your application. Your contact person is Christian Hohmann (<https://www.linkedin.com/in/christian-hohmann-880b151b1/>).