

SPDL

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Demand Operations Orchestrator (m/f/d)

1210 Vienna, Job-ID: fepwlfqh,

At SIEMENS Personaldienstleistungen GmbH (SPDL), a subsidiary of Siemens AG Austria, an exciting work environment backed by over 25 years of experience awaits you. We offer challenging opportunities within the diverse Siemens Group and with our well-known clients across Austria. We believe in equal opportunities, cultural diversity, and shared success.

For an exciting assignment with our customer, Siemens AG, we are currently looking for a full-time **Demand Operations Orchestrator (m/f/d) to join the team at Siemens AG remotely from Austria.**

Your mission: Coordinate workflows across CRM, Sales Engagement, and Contact Intelligence platforms while partnering with Demand Acceleration, Marketing, and Sales teams. Drive continuous improvements and measurable business impact through technical expertise and stakeholder collaboration.

Your responsibilities

- **End-to-End Demand Orchestration:** Orchestrate complete demand qualification, routing, engagement, and handover processes, ensuring seamless transitions to Sales.
- **Demand Operations & Telequalification:** Coordinate demand development and telequalification operations, ensuring SLA adherence and consistently high-quality outcomes.
- **Process Optimization & Performance Monitoring:** Identify bottlenecks, drive continuous improvements, and monitor operational performance to enhance demand quality, conversion rates, and efficiency.
- **Technology Enablement:** Manage and optimize CRM, Customer Engagement Tools, and Contact Intelligence platforms (Salesforce, Outreach, ZoomInfo, Lusha, Converge, LISN) to enable effective prospecting and qualification.
- **Stakeholder Collaboration:** Work closely with Demand Acceleration, Marketing, Sales, and external providers to ensure accurate data, efficient workflows, and seamless demand activation across all systems.

Your perspective

Depending on the specific qualifications and professional experience, a gross monthly salary of at least EUR 4.200,- is envisaged (this in any case exceeds the minimum salary under the collective agreement). The final salary

Your qualifications

- **Education & Sales Operations Expertise:** Bachelor's or Master's degree in Marketing, Computer Science, Business Administration, or related field. 3+ years in demand generation, lead management, telequalification, or sales operations.
- **Technical Proficiency:** Hands-on experience with CRM, Customer Engagement Tools, and Contact Intelligence platforms. Solid understanding of lead management, qualification, routing, and demand lifecycle workflows.
- **Global & Cross-Functional Experience:** Proven success in global, cross-functional environments with multiple stakeholders and service providers. Intercultural competence valued.
- **Stakeholder Management & Communication:** Excellent coordination, communication, and collaboration skills. Fluent in English (written and spoken). Hands-on, solution-oriented, quick learner.
- **Continuous Improvement Mindset:** Drive to analyze processes, identify optimization opportunities, and deliver measurable business outcomes.

How do I apply?

We are looking forward to receiving your online application!

Contact: Franz Kaplinger

agreement will be reached in a personal meeting.

Tel.: +43 (0) 664 88556290

At our client you enjoy and value the freedom of a flexible mix of working from home and in the office. You will also benefit from a flat hierarchy and a transparent company structure. The position is available at the earliest possible entry date. This may best be discussed in a job interview.

Ihre Vorteile



Benefits



Gesundheit



Handy



Homeoffice



Weiterbildung