



For our office in **Munich, Frankfurt a.M. or Hamburg** we are currently looking for you as

Consultant Sales Intelligence (m/f/d)

Context and vision

As part of our new Sales & Business Development team in Germany spanning all Business Lines, our goal is to build a sales intelligence capability unprecedented at JLL and its competitors. In our vision, the opportunities opened by this sales intelligence will be groundbreaking. This will build the foundation especially for the development of a new go-to-market approach as well as the development of new client markets. Look forward to a challenging opportunity to proactively contribute to the expansion of our competitive advantage and thus enjoy the attention of top management. Bring all your expertise to the table and be sure to fall on open and eager ears.

Your tasks

You will act as an interface between the Sales and Technology teams, developing concepts for turning internal and external data into insightful Sales dashboards, reports and KPIs, considering both the needs of Business Lines and the technological possibilities & limitations. You will work closely with Sales Management, JLL Technology, Data Custodians, Business Lines and Key Account Management on cross-functional sales intelligence projects.

Market segmentation and target client identification: You set up and implement a data-driven target client segmentation and selection process. You will ensure consistent data standards in our Central Client Database.

Client analysis and knowledge: You will analyze clients and build up a data-driven client knowledge hub as basis for the new client centric sales direction of JLL Germany. You will be responsible for setting up and maintaining the client knowledge hub while developing an understanding of client and client teams' data quality issues as well as data requirements.

Support Account steering: You will transfer account plan content as an additional client information into a reporting basis (dashboard) to make client strategy and actions steerable: Conceptualize and implement quantitative account planning, incl. testing and reconciliation of Sales KPIs, as basis for strategic sales steering and account allocation.

Lead generation: You will create new data models / minimum viable products based on existing internal and external data sources to support our client facing staff generating new leads.

Your skills

- Degree (Master) in the field of business, economics, statistics, business informatics or comparable studies.
- First experience within business analysis, business analytics or BI tools (e.g. MS PowerBI, Tableau).
- Strong analytical skills, excellent knowledge of MS Excel and first experience in working with quantities of data with the ability to understand business relevance in order to turn data into value-adding sales intelligence.
- First experience in working with and constantly optimizing (sales) reports / dashboards.
- Attention to detail and first experience in autonomously defining data & process requirements according to business needs.
- Excellent knowledge of MS PowerPoint, SharePoint and Teams would be beneficial.
- Hands-on mentality, team spirit and intrinsic motivation to proactively set up and constantly expand a new unit adding value for all JLL business lines.
- Ability to interact effectively with different stakeholders from both business as well as technology and data areas.
- Knowledge of the real estate or investment industries would be beneficial but is not critical.
- Fluent in written and spoken German and English

Our offer

- Daily access to international markets and active exchange in the global industry network.
- Collaborative and dynamic environment with the unique opportunity to be actively involved in a big change.
- A competitive salary and special benefits (company pension plan, accident insurance, job ticket, etc.).

Join JLL

We look forward to receiving your application, stating your earliest possible starting date and your salary expectations. Please understand that paper applications will not be accepted due to data protection and will thus be destroyed.

Jones Lang LaSalle SE

Human Resources

Lena Hodgkinson

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