

Understanding the basics

4 MONTHS

General Onboarding

During the first weeks you will be introduced to:

- Omnia culture
- Omnia people
- Dynamic Pricing & Pricewatch (Our products)

Customer Service

You will be responsible for ensuring our customers get the most value out of the Omnia platform. This is the perfect first step to get in depth knowledge about our products and customers

- Owning customer service
- Monitoring data flows & client portals
- Improving customer content & usage
- Setting up sales demos

Laying the foundation

3 X 4 MONTHS

Sales

You learn how to maximize the effectiveness of the sales team. In this period you are the crucial linking pin between marketing and sales and generating responsible for generating qualified leads.

- Inbound qualification
- Research for outbound activities
- Identify sales opportunities

Customer Success

You work with one of the development teams and provide the right business input so that we can continuously improve the value our software provides to our customers

- Onboard Pricewatch customers
- Prepare business reviews

Product Management*

You will gather business input so that we can continuously improve the value that our software provides to our customers

- Market & competitor research
- Gathering customer feedback
- New feature design & testing

Marketing*

You'll learn all about Account Based Marketing, a laser targeting strategy in which we create personalized buying experiences for our target accounts.

- Identify content opportunities
- Campaign management & funnel optimization

Customer Service

During the rotation period you will continue to take on the customer service responsibilities for 15% of your week and building a stronger product foundation

Second Year

After 16 months of building a strong foundation, you will be packed with skills, knowledge and competencies that set you up for a successful career at Omnia.

The traineeship prepares you for roles in the following teams:

- Sales
- Customer Success
- Product Management
- Marketing

In the 2nd year you will further specialize into a role that fits your ambition and strengths (depending availability). You will be prepared for acing the role we mutually agree on, still being coached, mentored and trained by our strong team of managers.

The goal is to graduate and fully own your new role by the end of the 2nd year.

COACHING, MENTORING & TRAINING

YEAR 1

YEAR 2

*Product & Marketing are combined in one rotation of 4 months