

+ BE YOURSELF – BECAUSE THAT’S HOW WE WANT YOU TO +

At Anexia, we take responsibility for all the **challenges of the digital world** – each and every day. That’s because we see ourselves as the **“Digital Transformation Engine”**. And how do we succeed in this mission? It’s simple. We are a family of facilitators with innovative ideas. We’re capable of, want to, and allowed to make things happen. That’s what makes us so unique! Do you want to be a part of our digital revolution and make history with us? **#joinourrevolution**

TEAM LEAD SALES (IT - SERVICES)

Vienna | full time

You already have extensive experience in the sale of IT services, have a flair for people, are happy to take on responsibility and stand out with your commitment and winning hands-on mentality. You ensure that your team can achieve top performance, think ahead, have strong negotiating skills and are a real team player.

#PROFILE



- You will be responsible for leading a team of approx. 7 Account Managers, taking responsibility for their further development and specifically **promoting the development of skills and roles within the team**
- **Coordination of the sales team** (prioritization, workload, forecasts, etc.) and support of account management in the generation of offers and projects
- Conflict management - recognizing and evaluating conflicts and taking appropriate measures to resolve them in order to ensure team efficiency and **customer satisfaction**
- Independent management of selected accounts, follow up on offers and orders, and generation of reporting
- You identify **optimization potential in processes** and systems and follow-up their implementation
- You support the planning of the sales strategy and ensure its

implementation

- Stakeholder management (Presales, Customer Success, Accounting, etc.)



#WANTED

- Completed commercial education (ideally with Matura or studies in business or technology)
- Several years of experience in sales of IT services
- First experience in leading teams preferred
- You have the ability to inspire employees for common goals, to set and demand goals
- You are a proactive, independent and communication-strong personality
- You have knowledge of process management and a strong entrepreneurial mindset
- Excellent German and English skills (both written and spoken).

#REWARD

Anexia grew up as a family, and with our growth strategy, we intend to keep it that way. We like to take responsibility, respect one another, and we know that we can achieve whatever we put our minds to. We look after Anexia, and Anexia looks after us. Enthusiasm, experience, and competence count, so you can expect a fair salary and numerous benefits.

salary range



min. 69.000€

Our benefits



We are more than just a workplace. Therefore, we offer our employees many benefits (which partly depend on your position and location): good transport connections and flexible working hours. Period. Not to mention further training, a mentoring program, free parking, a mobile phone and notebook, snacks and drinks, company cars, employee events, a fun corner, ...

#JOINOURREVOLUTION

APPLY NOW

#ABOUT

Anexia is offering high-quality and individual cloud- and managed hosting solutions as well as individual software and app development. Anexia is also running its own, independent data centers. Founded in 2006, Anexia is headquartered in Klagenfurt and has offices in Vienna, Graz, Karlsruhe, Nuremberg and New York City. The company serves numerous international customers.



Over 350 employees at more than 5 office locations in Austria, Germany and the USA



We are ISO-certified and have had a "very good credit rating" for years



Customers such as Lufthansa, McDonalds, TeamViewer, and many more trust in our quality



You have questions?

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