

+ 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**

ACCOUNT MANAGER - IT SERVICES (M/W/D)

Vienna, Graz, | full time

As an Account Manager at Anexia Cloud Solutions, you manage and grow our existing customer portfolio across the DACH market while actively winning new customers. You're the go-to contact for our customers across our portfolio – Managed Hosting, Virtual Data Center, IT Solutions, and global infrastructure – making sure they get the most value out of our solutions.

#PROFILE



- Managing and long-term development of an existing customer portfolio in the DACH region
- Developing account plans to identify up-selling and cross-selling opportunities
- Managing the entire sales cycle (needs assessment ☒ technical coordination ☒ proposal ☒ closing)
- Close collaboration with Solution Architects, Engineering, and Operations during solution development
- Proactively identifying customer needs and matching them with suitable solutions from our portfolio
- Responsibility for revenue growth, customer satisfaction, and contract renewals
- Representing Anexia at client meetings, trade shows, and industry events



#WANTED

- Several years of experience in customer service or sales, ideally in cloud, hosting, or IT infrastructure
- A strong affinity for IT and an interest in cloud architectures and infrastructure technologies, ideally supported by IT-related education or relevant professional experience
- Strong communication skills, a passion for proactively engaging with customers, and a solution-oriented mindset
- Strong customer focus and experience in long-term relationship management
- A structured and independent work style, combined with the ability to work well in a team and strong organizational skills
- Very good written and spoken German and English skills

#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



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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