

+ 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**

## HEAD OF SALES (IT - SERVICES) (M/W/D)

Location | full time

You are an experienced leader, willing to take on responsibility and have the ability to motivate and lead people. You are characterized by strong communication skills, social competence and adaptability in a dynamic environment. With your knowledge and experience in the sale of IT services, you will make a significant contribution to the company's success.

### #PROFILE



- Proactive development and implementation of the sales strategy and ensuring goal achievement
- You actively work on developing scalable sales processes and defining, monitoring, and improving relevant KPIs
- You ensure effective communication and collaboration with partners and the expansion of a network of stakeholders and decision makers
- Together with Customer Success, Solution Design, and Customer Reliability, you ensure a seamless customer and partner journey
- You support your team operationally with challenging accounts and projects You ensure continuous development of the sales team in collaboration with HR

## #WANTED



- You are an experienced leader with at least 5 years of experience in a similar position
- Experience in scaling teams and developing sales strategies
- Experience in partner management and expanding partnerships
- You have an entrepreneurial mindset and you work in a results- and solution-oriented manner
- You have a cooperative and team-oriented leadership style
- Sound expertise in the sale of IT services
- Excellent German and English skills (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



### 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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