

+ 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**

BUSINESS DEVELOPMENT MANAGER (M/W/D)

Wien, Graz, | full time

As Business Development Manager – IT Services, you will drive Anexia's growth in the DACH market. You will position our portfolio – managed hosting, virtual data centers, IT solutions, and global infrastructure – with new customers and accompany them from the initial idea to successful implementation. In doing so, you will offer our customers solutions that ensure maximum compliance and European sovereignty.



#PROFILE

- Acquisition of new customers and strategic expansion of defined key accounts, especially medium-sized companies and corporations in the DACH region
- Developing clear account planning for our customers
- Structured management of the entire sales cycle (needs assessment technical coordination quotation presentation conclusion)
- Positioning of the Anexia portfolio in the context of digital sovereignty and European cloud standards
- Close cooperation with solution architects, engineering, and operations in solution development
- Responsibility for sales forecasts, pipeline quality, and goal achievement
- Represents Anexia at on-site customer appointments, fairs, and industry events

- Analysis of market and technology trends to identify new business opportunities and further strengthen Anexia's position as a European superscaler



#WANTED

- Several years of experience in B2B solution sales with an established network, preferably in cloud, hosting, or IT infrastructure
- High affinity for IT and enthusiasm for digital platforms, infrastructure technologies, and cloud architectures
- Strong ability to communicate complex technical topics in a clear, compelling manner at C-level
- Strategic thinking with a strong focus on closing deals and a pronounced hunter mentality
- Professional appearance, excellent negotiation skills, and a high level of customer focus
- Structured and independent working approach, combined with teamwork skills and strong coordination abilities
- 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

min. 70.000€

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

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You have questions?
Marina MAROS | Telephon: +43-50-556 | E-mail: career@anexia-it.com