

+ 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)

Wien, Graz, Klagenfurt, Karlsruhe, Remote | full time

You are a sales professional who is ready to take on responsibility and brings a strong affinity for IT as well as a genuine interest in cloud-based solutions. You enjoy working with people and have a keen sense for customer needs.

### #PROFILE



- Sales of Anexia IT services and solutions
- Supporting the development of new and existing customer relationships
- Proactive account management and continuous development and strengthening of existing client partnerships
- Collaborating with all relevant departments and stakeholders to implement customer requirements (offers/solutions)
- Working closely with our Presales Team (Solution Architects) to present our solutions and products in the best possible way
- Taking ownership of key sales processes such as solution presentations, contract negotiations, and more



## #WANTED

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- At least two years of relevant professional experience in B2B sales (IT services)
- Independent, reliable working style with a high level of initiative
- Strategic mindset with the ability to translate sales strategies into tangible results
- Strong customer focus and service orientation
- Solid understanding of IT topics is a plus
- Excellent written and spoken German and English skills

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## #REWARD

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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

## #JOINOURREVOLUTION

APPLY NOW

### #ABOUT

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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

**anexia**

**netcup**<sup>®</sup>



**DATASIX**  
DATACENTER

### You have questions?

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