

+ 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**

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

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

You are a sales professional, want to take on responsibility and you have a high **affinity for IT** and an interest in cloud-based solutions. You enjoy working with people and have a keen **sense of customer needs**.

### #PROFILE



- Distribution of Anexia IT services and solutions
- Strategic management of customer development for new and existing customers.
- **Proactive support for existing customers** and active development and strengthening of customer relationships
- **Strategic management** of all necessary departments and stakeholders to realize customer requirements (offer / solution)
- You work closely with our Presales team (Solution Architects) to present solutions and products to our customers in the best possible way
- Responsibility for sales-related processes such as solution presentations, contract negotiations, etc



## #WANTED

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- Several years of **relevant professional experience in the B2B sector** (IT services)
- Independent and reliable work ethic with a high level of initiative
- Ability to think strategically and implement a sales strategy into actual sales success
- Strong **customer and service orientation**
- Solid knowledge in IT is desirable
- Excellent German and English language skills (written and spoken)

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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 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?

Marina MAROS | Telephon: +43-50-556 | E-mail: [career@anexia-it.com](mailto:career@anexia-it.com)