

## + 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**

## INSIDE SALES - SOFTWARE DEVELOPMENT (M/W/D)

Vienna, Graz, Klagenfurt | part time (20h)

You have a high affinity for IT and a sensitivity and understanding for customer needs. You identify new potential with existing customers and proactively identify new business opportunities. Your initiative and motivation set you apart, and you impress with an independent and structured way of working.

### #PROFILE



- Professional management of incoming requests from existing and new customers in individual software development
- Transforming customer requirements into matching offers, together with our presales team and with the support from different departments, such as software development, project management and technical support
- You take care of the business development of our customers in cooperation with our presales team and actively support the entire sales process
- Creation of offers, lead verification and monitoring of tender platforms
- Correspondence and database management (CRM) as well as order registration and handling

## #WANTED



- At least two years of relevant professional experience in software sales or software environment
- Experience in managing new and existing customers in custom software development
- Strong communication and presentation skills, as well as assertiveness
- Basic understanding of software development and the ability to communicate technical concepts
- Strong customer focus and team spirit
- Willingness to travel: Occasional business trips are required
- Very good German language skills in speaking and writing, good English language skills are advantageous

## #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. 44.800€ (on a full-time basis)

### 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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