Senior Key Account Manager (f/m/d) m / w / d

Art der Anstellung: Voll- oder Teilzeit
Standort: Vienna

At ORBIT Cloud Solutions, innovation meets transformation. We are a group of passionate people and a trusted partner guiding our customers in their digital transformation journeys to success. We are seeking a highly motivated and results-driven Key Account Manager in promoting and selling our cloud solutions.

The ideal candidate has:

- a proven track record of successful sales delivery as a Key Account Manager or similar role in technology, IT or cloud industries
- an extensive network at the C-level in the Austrian market
- a sales target orientation – Ability to both identify opportunities & convert these opportunities into sales results
- excellent communication and negotiation skills at 'C' level
- strong problem-solving abilities
- a passion for driving business growth to a higher ORBIT!

and:

- develops and implements effective sales strategies to achieve company objectives
- attends and hosts industry-specific and networking events
- prepares commercial offers and tenders
- prepares and presents sales and marketing materials
- identifies new business opportunities and targets markets for cloud solutions
- builds and maintains strong relationships with key clients and stakeholders
- speaks German and English fluently

In return we offer:

- a competitive salary and performance-based incentives,
- a great team atmosphere,
- flexible working time with the option of working remotely

What's' next?

Are you interested in this position? Send your CV and a few sentences on why you are the perfect fit for this role to office [at] orbitcloudsolutions.at (office[at]orbitcloudsolutions[dot]at).

We look forward to getting to know you!

*Discover the power of digital and cloud transformation – **Lifting your Cloud Journey to a higher ORBIT!***

ORBIT Cloud Solutions GmbH
DC Tower Donau-City-Straße 7 // 30th floor, 1220 Wien
+43 660 6488181, office@orbitcloudsolutions.at