

In Eastern Austria (Vienna, Graz) we are looking for a

Key Account Manager (m/w/*)



Join Anovis as a Key Account Manager at one of our locations in the east of Austria (Vienna, Graz). As part of the Austria-wide sales team, you will be responsible for selling our solutions and managed services in the IT security and connectivity area, directly or via our sales partners. In addition to the acquisition of new customers, you will support the ongoing management of our existing key accounts.

Thereby, you contribute significantly to the company's success and help shape the growth of the organisation.

At Anovis, a leading managed service provider, you will benefit from regular professional exchange with your colleagues and specialists in the sister companies of the [CymbiQ-Group](#).

Our colleagues are what is most important to us, which is why we at Anovis pursue a modern and employee-centred corporate culture and have been honoured as a top employer on various sites (e.g. [Kununu](#), [CHIP](#), [Great-Jobs.org](#)).

Your responsibilities

- Customer acquisition and retention of key accounts
- Planning and implementation of measures to acquire strategic new customers
- Development of customised offers in cooperation with Presales, Engineering and Sales Operations
- Sales measures and forecast planning
- Development and maintenance of a sales pipeline in CRM
- Cooperation with our sales partners

Your profile

- Completed technical or commercial training and corresponding professional experience (in a comparable position)
- Strong service and customer orientation
- Distinct network of contacts in the field of IT infrastructure and IT security
- Initiative, resilience, accuracy, and problem-solving skills
- High level of interpersonal and communication skills in dealing with customers and partners
- Excellent knowledge of German and English (min. B1 level)

Written applications to jobs@anovis.com

For more information, please visit our [Career Page](#)

anovis it-services and trading gmbh
Rennweg 97-99, A-1030 Wien

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We offer

- A varied, interesting job in an innovative, leading, internationally active IT company
- Integration into a dynamic and top-motivated team of highly qualified specialists
- Numerous opportunities for participation and development
- Gross annual target salary 95.000-110.000€ (38,5h/week), based on the fulfilment of the job profile and the IT-KV ST2
- Company car with private use
- Active promotion of the work-life balance through flexible working hours, as well as the possibility of home office (up to 80%)
- Comprehensive training, internal and external further education, and promotion of individual development opportunities
- Joint celebrations in summer and winter, as well as regular team events & after-work parties

About Anovis

As part of the Swiss [CymbiQ Group AG](#), Anovis operates thousands of IT security systems for globally active companies worldwide and cooperates with renowned partners such as A1 Telekom Austria AG, T-Systems, Cisco, Palo Alto, CyberTrap, Barracuda Networks, Airlock, Extreme Networks, Forcepoint, Lastline, Nozomi Networks, Proofpoint, Riverbed and VMware.

With our headquarters in Vienna and branch offices, we offer comprehensive services in the area of connectivity and security.

Our services range from conception and implementation to 24/7 operational management of globally distributed IT systems. Our experts work closely with our partners to develop flexible, forward-looking and cost-effective solutions that guarantee security and effectiveness and protect investments.

Anovis understands the IT infrastructure, network and IT security needs of customers and provides a highly skilled professional services and operations team to respond quickly and flexibly to ensure a customised, highly accessible IT infrastructure.

We strongly encourage everyone to apply regardless of gender, age, skin colour, sexual orientation, physical & mental abilities, origin, or other qualities that make us so unique!

We look forward to your application!

Contact

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HR Manager

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