

Throughout Austria we are looking for a

Senior Pre-Sales Specialist Network & Security (m/w/*)

Join Anovis as a Senior Pre-Sales Specialist at one of our locations in Vienna, Graz, Kundl or Salzburg. As part of the Austria-wide sales team, you will support the sale of our solutions and managed services, attend appointments with existing and new customers, calculate offers and create solution designs.

You maintain close contact with our manufacturing partners and continuously develop your skills. In doing so, you contribute significantly to the success of the company 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 challenges

- Calculation and creation of customised offers in close cooperation with technology and sales
- Attending customer meetings together with the account managers
- Presentation of offers and the solution portfolio
- Creation of technical solution concepts in cooperation with our technical specialists
- Handling and accompanying test settings (Proof of Concepts) together with our partners and manufacturers.
- Support in responding to calls for proposals and comprehensive RFPs
- Preparation of item lists for quotation and order processing
- Maintenance of manufacturer partnerships and independent manufacturer-specific training (product innovations, positioning, licence models, etc.)

Your profile

- Completed technical education (apprenticeship, HTL, FH, university or comparable)
- Several years of professional experience in a related position in the field of network and/or IT security
- Good German and English skills (min. B1 level)
- Business knowledge and affinity for numbers
- Strong service and customer orientation
- Initiative, resilience, accuracy, and problem-solving skills
- High social competence, strong communication skills and enjoyment in dealing with customers and partners

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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Advantageous

- Excellent knowledge of MS Excel and MS PowerPoint
- Experience with at least one of the leading manufacturers (e.g. Cisco, Barracuda, Palo Alto, Check Point, Aruba, Fortinet, etc.)

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 yearly target salary 80.000-95.000€ (38,5h/week), oriented on the fulfilment of the job profile and the IT-KV
- Company car including 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 [CymbiO 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 explicitly encourage all people to apply regardless of gender, age, skin colour, sexual orientation, physical & mental abilities, origin, or other protective characteristics.

We look forward to your application!

Contact

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HR Manager

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