

**Type of contract:** Full time/ Undetermined

To support its growing operations in Luxembourg, Datacenter Luxembourg S.A. ([www.datacenter.eu](http://www.datacenter.eu)) is looking for a:

## Senior Account Manager (m/f)

Datacenter.eu, a market leading Internet, Cloud, Connectivity and Colocation Services Provider, located in Luxembourg, is seeking a full time Senior Account Manager. Your mission will be as follows:

- Active prospection to acquire to new customers;
- Maintaining strong relationships with existing customers' accounts to increase revenue;
- Establishing operational action plans for effective lead generation;
- Managing client relationship through all phases of the sales cycle;
- Meeting sales targets;
- Drive client retention, renewals, upsells and client satisfaction
- Drafting/presenting service offers and RFP responses;
- Documenting and reporting sales activities;
- Ensure we understand Client's needs, requirements & challenges;
- Understanding Datacenter's proposition and differentiators;
- Supporting the development of relevant marketing initiatives;
- Representing Datacenter Luxembourg on national and international tradeshow.

### EXPERIENCE AND EDUCATION

- At least 5+ years experience in a sales position, preferably in the telecom and/or ICT industries, with high focus on prospection and acquisition;
- Must have, at minimum, a bachelor (level) degree in the sales field.

### KEY COMPETENCES

- Self-driven and strong ability to work in a team;
- Business proficiency in English, other languages are considered as an asset (Luxembourgish, French, German);
- Excellent written and verbal communication skills;
- Excellent inter-personal & presentation skills;
- Good time management skills;
- Ability to manage multiple projects simultaneously;
- Highly motivated and results oriented;
- Selling skills (objections handling, closing techniques,...);
- Exceptional analytical, conceptual and problem-solving abilities;
- Ability to manage priorities, urgencies and drive initiatives to closure;

## COMPENSATION

Datacenter Luxembourg offers a challenging job with varied tasks in a professional and dynamic environment. It offers tailored compensation packages which can include:

- an attractive salary;
- an annual bonus based on predefined goals;
- meal vouchers;
- a company car;
- mobile phone & laptop.

Interested candidates can apply for this position by submitting their CV and cover letter via email using the following email address: [jobs@datacenter.eu](mailto:jobs@datacenter.eu) or via postal mail using the following address:

Datacenter Luxembourg S.A. - Human Resources Department  
4, rue Graham Bell  
L-3235 Bettembourg