

Type of contract: Full time/ Undetermined

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

Senior Account Manager (m/f)

Datacenter.eu, a market leading Cloud, Connectivity and Colocation Services Provider, located in Luxembourg, is seeking a full time Senior Account Manager.

As a member of the Sales Team, the Senior Account Manager will be responsible for:

- Active prospection to acquire new head accounts and increase revenue of existing key accounts;
- Establishing operational action plans for effective leads generation;
- Drafting/presenting complex service offers and manage autonomously RFP responses;
- Documenting/reporting sales activities, meeting sales targets and client satisfaction;
- Understanding Datacenter's proposition and differentiators;
- Representing Datacenter Luxembourg on trade shows and events.

EXPERIENCE AND EDUCATION

- Have 5+ years direct sales success in the IT Managed Services, Hosting, or Cloud Services markets;
- Demonstrated knowledge in systems integration with emphasis on virtualization, storage, security, networking and/or data center technologies;
- Skill set should be related to one or more of the following:
 - Cloud Enterprise Managed Services (such as hosting)
 - Infrastructure Services and Solutions (VMware, Azure, AWS)
 - Security solutions
- Good level in English required, other languages considered as an asset (LU, FR, DE);
- Excellent written and verbal communication skills as well as excellent presentation skills;
- Must have, at minimum, a master (level) degree in the sales field.

KEY COMPETENCES

- Sales is your DNA, you are result oriented, with natural understanding of the local market;
- Track records within ICT business, strong network at C-level in Luxembourg;
- Self-driven and the ability to work together as a team or individually;
- Good time management skills, able to manage multiple projects simultaneously;
- 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 or via postal mail using the following address:

Datacenter Luxembourg S.A. - Human Resources Department

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