

Type of contract: Full time/ Undetermined

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

Account Manager (m/f)

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

YOUR MISSION

- Be the primary point of contact and build long-term relationships with customers
- Increase sales and market share through existing Customers;
- Active prospection to acquire to new customers;
- Maintain strong relationships with existing customers' accounts to increase revenue;
- Documenting and reporting sales activities;
- As necessary, visit clients, attend trade shows and other industry events to capitalize on networking and relationship-building opportunities;
- Ensure we understand Client's needs, requirements & challenges;
- Proactively remain connected to clients and the ever-changing market to access new search opportunities and ensure all viable clients are engaged on a regular and effective basis;
- Understanding Datacenter.eu's proposition and differentiators;
- Supporting the development of relevant marketing initiatives.

EXPERIENCE AND KEY COMPETENCES

- Bachelor's degree preferred;
- At least 2 year experience in B2B market;
- Experience with project management or account management;
- Proven ability to consistently and positively contribute in a fast-paced environment;
- Ability to work independently and manage personal and team member time, keeping deliverables and deadlines top of mind;
- Excellent written and verbal communication skills;
- Excellent presentation skills;
- Creative thinking and problem-solving aptitude

WHAT WE OFFER ?

You are ambitious, motivated and a team-player who wants to give a boost to his/her career? You want to join a dynamic and growing company with challenging national and international projects in different industries. Great, we were looking for you ! Come and join us, we can offer you:

- An amazing career path with continuous development
- A challenging, versatile, and varied field of activity

- A respectful employee culture, flat hierarchies, short communication channels and an open-door policy;
- The position will honor dedication, diligence and structured and independent working
- Generous compensation with a performance related bonus

Interested candidates can apply for this position by submitting their CV and cover letter using the following email address: jobs@datacenter.eu.