



Vacancy

Job-Title: Enterprise Account Manager (m/f/d)

Job Type: Full Time, Permanent

Location: Germany

Region: DACH

Sector: IT

Bank: Oberbank AG
Kontonummer: 04351023066
IBAN: AT661500004351023066
BIC: OBKLAT2L
ATU: ATU67490912

Färbergasse 4
Ledererhof 7 (Eingang)
1010 Wien
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Company Overview:

Our client offers a suite of technologies for developing and delivering modern applications. Its Application Platform enables enterprises undergoing digital transformation to modernize legacy, monolithic applications as well as deliver new, microservices-based applications. Companies like Netflix, Starbucks, and McDonalds rely on our client to reduce costs, improve resiliency, and speed innovation.

Headquartered in San Francisco with its APAC head office in Singapore, its EMEA head office is in Cork, Ireland.

For the growing EMEA sales team working remotely from Germany (preferably located in a major city), representing our client on the ground and selling into the German large enterprise market we are searching for an

Enterprise Account Manager (m/d/f)

Responsibilities

As an Enterprise Account Manager, you will:

- ❖ Open doors and drive net-new business across large enterprise customers in the DACH region.
- ❖ Promote and sell products and services in the DACH region, with a primary focus on Financial Services, Telecommunications and Retail.

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- ❖ Develop, manage, and own the large enterprise pipeline for the DACH region to overachieve on sales targets with both net-new and install-base accounts.
- ❖ Develop and maintain long-term, executive-level relationships within large enterprises in the DACH region.
- ❖ Build and maintain an in-depth knowledge of products, services, trends, and competition.
- ❖ Use your sales acumen and regional knowledge to build additional pipeline through outbound and sales prospecting activities.
- ❖ Maintain a consistent sequence of communication with prospects and leverage available prospecting tools.
- ❖ Maintain a high level of forecast accuracy expected.
- ❖ Lead pricing and contract negotiation activities.
- ❖ Manage relationships and maintain exceptional levels of customer service.
- ❖ Coordinate with pre-sales, marketing, and engineering.
- ❖ Ensure detailed reports are produced.

Required Skills/Experience

- ❖ A proven track record of building your own pipeline and delivering on individual sales targets.
- ❖ Experience in successfully carrying and exceeding multi-million-euro quotas for large enterprises,
- ❖ At least 10-plus years of experience selling software, ideally enterprise software.



- ❖ A knowledge of networking, load balancer, and Application Delivery Controller (ADC) markets; or the infrastructure and middleware markets are definite advantages but not required.
- ❖ Experience with open source software and subscription sales is a significant advantage.
- ❖ Fluency in both English and German,
- ❖ Ability to deliver product presentations via webcasting tools
- ❖ Excellent written and verbal communication skills
- ❖ Familiarity with Salesforce.com CRM tool
- ❖ College degree or equivalent work experience

Personal Characteristics

- ❖ Willingness to travel to the region.
- ❖ Entrepreneurial mindset and hands-on mentality.
- ❖ Strong sales focus and high target orientation.
- ❖ Excellent communication skills.
- ❖ Hungry for success.
- ❖ Friendly and open personality with openness to new ideas.

Our offer

Working in an international environment with a highly motivated team you will encounter great opportunities to develop yourself on the job and through trainings.

If you are interested in this vacancy, please submit your CV to

Juwal.Grauss@valerto.com

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