

Key Account Manager – Cloud Operations

Our client is one of the main German suppliers of IT services and partners for the digital transformation with a main focus on cloud computing. Within a new interinstitutional framework our client will accompany 20 EU institutions in 14-member states on their way into the cloud. In order to manage these accounts, the company is looking for a new Key Account Manager who will guide and advise his/her clients safely and efficiently to computing in the cloud, with focus on security, data protection and cost efficiency.

Location: Brussels (flexible)

Job description:

- Build and nurture relationships with the clients, supporting change management in their firm as a trusted advisor
- Identify growth opportunities and develop further business with the accounts
- Document and maintain account management processes
- Close cooperation with involved internal and external partners

Requirements:

- Qualification: university degree in business, IT or similar
- International sales experience in solutions selling of Information Technology
- Knowledge in cloud computing
- Experience in working with public accounts is a plus
- Very good communication and negotiation skills
- Hands-on mentality, ready to work in a start-up environment (Global Public Sector has grown rapidly)
- Used to frequent international business travels
- Very good English skills

If you believe you meet the criteria to apply for this role, please send us your detailed CV in English to application@remel-es.de.

If you have any questions, please do not hesitate to contact us under +49 160 68 46 712. Roman Remel will be glad to answer your questions. For further information please visit us at www.remel-es.com.