

Founded in 1981, my client is a leading provider of global, end-to-end AC and DC-based back-up power products and services, which include surge suppressors, uninterruptible power supplies (UPS), power conditioning equipment, power management software, and DC power systems as well as precision cooling equipment, and professional and consulting services for Nonstop Networking. The enterprise, known for Legendary Reliability, sets the standard for quality, innovation and support for power protection solutions from desktop systems to data center operations to entire facilities.

**Based in Hamburg or Hannover we are looking for a high Professional as
Enterprise Account Manager Infrastructure (f/m)**

YOUR MISSION: This is a senior sales position responsible for generating new sales, selling services and proactively creating relationships within assigned named enterprise accounts. The EAM is expected to uncover and close opportunities and projects in all departments of the organization through the provision of company solutions. The primary focus will be on the banks and insurance segment which she/he approaches with a clear solution attitude. The candidate will establish and execute strategic account plans for these targeted accounts.

YOUR PROFILE: The ideal candidate will have a Bachelor's degree Business/IT/Technical or equivalent qualification with at least five to seven years of successful IT/Data Center sales experience to large corporate accounts. The candidate must have in depth knowledge of Siebel CRM Application, Data Center Facilities industry and Power and Cooling solutions. A working knowledge of business process, p/l, market strategy, financial terms and the ability to fully understand complicated end user organizations are expected.

YOUR SKILLS: You will have demonstrated leadership, time-management, advanced organization skills, problem-solving abilities, and the aptitude to understand and explain technical information in simple terms. The successful candidate will provide demonstrated negotiation skills and be a self-starter. She/he will build and sustain an active network of both internal company contacts and customers of the assigned accounts to develop and maintain productive business relationships. Superior oral and written communication skills are a must.

YOU CAN EXPECT: My client is offering an interesting job with a range of activities providing a high level of personal responsibility and broad prospects. This is an excellent opportunity to join a multinational operating group with a leading product range.

If you are interested please get in touch with me. Your application is very welcome.

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