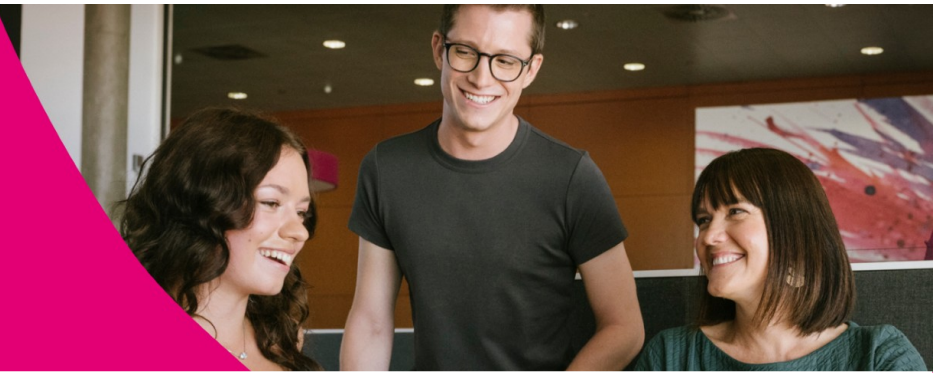




Key Account Manager (f/m/d) - International Sales IoT

Vienna | asap | full-time | unlimited

We are Magenta

Magenta Telekom is a leading provider of internet, mobile communications, entertainment and business solutions in Austria. The company counts around 2,200 employees and is part of the Deutsche Telekom Group.

Your Team

Our T-Mobile International IoT Account Management Team is responsible for the strategic management and development of international IoT key accounts with the goal of achieving sustainable revenue growth and tapping into new business opportunities. In doing so, we advise our customers on innovative connectivity, satellite, and positioning solutions and build long-term relationships with relevant decision-makers.

- Be responsible for the revenue, growth, and profit targets of your international key accounts
 - Develop sales and account strategies, tap into new business opportunities, and establish additional buying centers
 - Manage the entire sales cycle, from needs analysis and proposal development to successful contract closure
 - Advise your customers on IoT connectivity and innovative technology and service solutions
 - Build long-term relationships with relevant stakeholders and lead international sales teams to success
-
- Do you have several years of experience in sales or key account management for complex ICT, telecommunications, or IoT solutions in a business-to-business

environment?

- Do you have a deep understanding of IoT connectivity, digital business models, and related technology portfolios?
- Can you demonstrate a track record of success in the strategic development of major international accounts as well as in expanding additional business potential within existing accounts?
- Do you have strong skills in building lasting customer relationships and are you comfortable interacting with decision-makers and C-level executives?
- Do have a proven track record of closing deals, and experience managing complex sales projects as well as leading sales teams?
- Are you open to traveling across Europe several days per month?

At Magenta, we believe in diverse employees and live equal opportunities. We welcome all applications regardless of cultural and social background, age, gender, nationality, religion, disability or sexual orientation. Magenta connects all people.



„Kunde ist König“
ist unser
Versprechen.



Wir wollen
gemeinsam
gewinnen.



Du kannst
dich auf mich
verlassen.



Wir dürfen das
und machen's
einfach.



Kein Bullshit Bingo -
wir sagen was
Sache ist.



Wir nehmen's
mit
Humor.

I ♥ Magenta

That sounds good to you?
THEN WE MIGHT BE THE RIGHT ONES FOR YOU.



Employee assistance
services



Company car



Flexible working hours



Health care



Food voucher



Homeoffice



Benefits



Company pension plan

We are Magenta, you too?



Selina Sulzer

According to the collective agreement for the telecommunications industry, this position carries a minimum gross monthly salary of € 4.175,76,- based on full-time employment (38.5 hours per week). We will discuss your actual salary with you in person, taking into account your individual qualifications and professional experience. You can expect an attractive offer that exceeds the minimum stipulated by the agreement.

You want to find out more about us? Get a glimpse of our **Magenta World**.

Apply now!