



At DTS Cloud Security, an integral part of the DTS Group, we are at the forefront of innovation in cyber security, managed services and technologies. With our two high-tech data centers and our own security software, we offer customized hybrid solutions to our clients. Enjoy working in one of our 14 locations, with flat hierarchies and an open-door culture. Our diverse and international team of over 450 employees work in a flexible, friendly, and collaborative environment. Discover exciting opportunities with us, where your ideas are valued and your journey is our priority. Be a part of our mission to innovate and secure the digital future.

## **Account Manager – German Market (m/f/d)**

**Location:** Athens

**Time:** Immediately

**Type of employment:** Full-time, permanent contract

### **Your Tasks**

As an Account Manager – German Market (m/f/d), you will be responsible for the identification and proactive acquisition of medium-sized and large customers in the German market. Leveraging our know-how and experience across Germany, you will be responsible to drive revenue growth through sales in the areas of Cloud, Cyber Security and Managed Services. The following activities are within your area of responsibility:

- New customer acquisition and strategic development of established customer relationships.
- Planning and conducting consulting and sales meetings.
- Coordination and processing of business transactions.
- Conception and implementation of campaigns as well as participation in events and trade fairs.
- Continuous optimization of sales processes together with your team.
- Close cooperation with technical colleagues and specialist departments.

### **Your Profile**

- Sales talent with practical experience (at least two years).
- Great interest in building new customer relationships.
- Up-to-date IT industry knowledge, ideally with a focus on cyber security.
- Very good knowledge of German and English, both written and spoken.
- Strong communication and negotiation skills with a customer-oriented mindset.
- Passion for selling services with a high degree of proactivity and willingness to travel.



### **Our Offer**

- 30 days of vacation (regardless of the length of service)
- Private health insurance for our employees and their dependents (spouse/children)
- In-depth, comprehensive training (approx. 1-3 months) in Germany at our expenses included one monthly flight back to Greece during the whole training period
- Go for EAT - Ticket restaurant card
- Modern hybrid way of working, characterized by flexible working arrangements
- Team-oriented working environment and a broad variety of tasks in an international and diverse team, based on trust and transparency
- Continuous opportunity for personal and professional development and learning
- Personal company hardware
- Free snacks and beverages

Become part of our team and bring in your professional knowledge as well as your positive personality traits!

Have we sparked your interest? If so, we look forward to receiving your detailed application, stating your desired (gross) salary and the earliest possible starting date.

Do you have any further questions about your career at DTS? Please give us a call!

**[Apply now!](#)**

### **DTS CLOUD SECURITY MonEPE**

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