



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 - Hunter (m/f/d)

Location: Athens

Time: Immediately

Type of employment: Full-time, permanent contract

Your Tasks

As an Account Manager - Hunter (m/f/d), you will play a pivotal role in building from the ground up and establishing our presence in the Greek market. Using our success in the German market, you will be responsible to drive revenue growth through the sales of our own Security Software solutions, Cyber Security solutions and Managed Services in Greece. The following activities are within your area of responsibility:

- Proactively identify and pursue new business opportunities within target industries, leveraging your network and industry expertise.
- Develop and execute strategic sales plans to achieve revenue goals.
- Actively hunt for new customers and build up the DTS clientele in Greece.
- Collaborate closely with internal teams to tailor solutions to clients' specific needs.
- Convert leads into lucrative partnerships.
- Independent development of individual sales channels.

Your Profile

- Sales talent with practical experience in B2B sales.
- In-depth experience with the IT industry.
- Knowledge of Cyber Security is desirable to have.
- Strong communication and negotiation skills with a customer-oriented mindset.
- Passion for selling services with a high degree of proactivity and willingness to travel.
- Knowledge of English is an advantage in order to understand our products and services.



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!](#)

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