



secucloud is a fast growing provider of cloud-based IT security solutions for internet service provider and telcos. As market leader in this segment secucloud has established its state-of-the-art products worldwide. The IT security industry is very challenging with huge growth potential.

With secucloud you can create and optimize target-oriented business procedures to build-up and extend sustain- and reliable customer relationships.

Senior Key Account Manager (m/w)

for Cloud Infrastructures

Your tasks:

- Sales of our Cloud-based high-end IT security solutions
- Support and extension of our existing customer base
- Acquisition of distributors and OEM partners, targeting to build up a white label brand management
- Proposal and contract negotiation
- Market analysis and sales presentations
- Responsibility in Account management and revenue

Your skills:

- Experience in sales with ISPs and distributors, ideally in IT
- Self-reliant and customer oriented appearance
- High degree on self-initiative and flexibility
- Strong negotiation skills and effective in contract closing
- Target- and performance oriented operating methods
- Excellent communication skills
- Proficient english skills

We offer:

- Exciting tasks in IT industry
- Lots of open space for individual initiative
- Unlimited employment agreement and competitive salary
- Flat hierarchies and short decision-making channels
- Flexible working hours
- Comfortable and enjoyable working environment in city centre

Are you interested? Then apply now!

If you are curious and if you feel attracted, feel free to apply by sending us your application documents. Please enclose your earliest date of joining the company and your desired salary to jobs@secucloud.com.

Your contact person is Lam Le.