



# ACCOUNT DIRECTOR (F/M/D)



## WHY AXIMPRO®?

We offer an attractive working environment in a future-oriented industry, as well as varied and independent activities. A small and dynamic company awaits you with flat hierarchies and short decision-making paths. We offer hybrid working models with home office and working from abroad possibilities, and a charming office in the center of Vienna.

**Aximpro®** is the agency for sales optimization. By integrating communication and technology, we make sales more successful. We are a communications agency, a software developer, and a consulting company specializing in channel marketing, co-marketing, and accelerating sales performance. We are based in Munich and Vienna, with teams in the USA and Nepal, and we operate globally. Our clients include well-known international companies in the IT sector as well as international and national distribution companies.

For our team in Vienna or Munich, we are looking for an

## Account Director (f/m/d)

You currently work as an Account Director at a reputable marketing, communications, or advertising agency and are used to an international environment. At Aximpro®, you will become the main contact person for one of our key clients and will report directly to the Managing Director.

### YOUR MAIN RESPONSIBILITIES INCLUDE:

- Managing one of our global key clients in the IT industry from a strategic, conceptual, financial, and operational point of view.
- Leading client services, supervising and managing junior client services team members.
- Conceptualizing, implementing, and managing large, international sales enablement and sales incentivization programs for our key client.
- Serving as the day-to-day client contact for all program and project related as well as strategic questions and initiatives.
- Driving client growth and profitability and being responsible for the P&L associated with the client.
- Meeting program deadlines and supervising project-related tasks by ensuring QA and client expectations are met, and managing our software development team in Nepal for client-specific projects.
- Supporting and/or leading new business and sales initiatives together with the Managing Director.

### EXPERIENCES:

- Preferably a minimum of 5 years of experience in an agency environment, with at least 1 year in a comparable position with P&L responsibility.
- Experience in the IT industry as well as sales and distribution channels in this industry.
- Experience in the indirect sales channel as well as channel and co-marketing programs is a plus.
- Demonstrated ability to successfully manage projects and meet timelines that require cross-functional team collaboration and ensure continuous communication with all stakeholders.
- Strong technology affinity and experience in software development projects and working with software development teams.
- Strong sales, analytical, conceptual, and project management skills.
- Strong written, presentation, and oral communication skills in English and German.

## HAVE WE RAISED YOUR INTEREST?

**Then, please apply with a current CV and state your salary expectations as well as the earliest possible starting date, to Monika Lehmann at [mlehmann@aximpro.com](mailto:mlehmann@aximpro.com)**

**Do contact Monika if you have any questions: +49 8161 2499 115.**

We look forward to hearing from you!