

Account Manager

Zurich, Switzerland | Full time

Company Description

Sixsentix ranks among the fastest growing companies in Europe, among the top 3 fast growing companies in Switzerland, was recognized as one of the top small businesses in Serbia, and is among the top 50 global most valuable brands! With offices in Zurich, Vienna, Belgrade, Novi Sad and a strong presence in Abu Dhabi, we provide Software Agile Testing Services with advanced analytics to the largest banks, financial services, insurance and telecom companies. We are looking for a new member of our growing company. Join our [Sixsentix](#) Team!

Job Description

- Act as the first point of contact for all type of matters specific to your accounts
- Building and maintaining strong and long-lasting customer relationships
- Overseeing customer account management, including negotiating contracts and agreements
- Communicate progress initiatives to internal and external stakeholders
- Optimize needs with existing clients including developing new business
- Identify opportunities to fulfil potential client's needs and implement solutions with the Team
- Cooperate closely with Sales Manager/Presales/Solution Architects and Consultants for the design and delivery of the solutions

Qualifications

- Degree in technical disciplines/business Informatics or equivalent
- 4+ years' experience in account management in the IT distribution especially in software development or quality assurance
- Expertise in delivering client-focused solutions and client negotiations
- Dynamic and open personality representing our agile approach
- Strong communication, listening and presentation skills on all levels
- Fluent German and English are a must

We look forward to receiving your electronic application (CV, reference letters, etc.) by email to careers.ch@sixsentix.com. Find more information about Sixsentix on www.sixsentix.com

