

International Key Account Manager



About us

- We are SafeDX, a joint venture of the KKCG Investment Group and the Foxconn Corporation, where both partners hold a 50% share.
- In September 2016 we opened a medium-sized data center in Prague to provide data services in the Czech Republic.
- We offer solutions customized to the needs of its clients. Our solutions are based on a strategy aimed at ensuring security, performance, flexibility, and financial effectiveness.
- For additional information, visit www.safedx.cz.



Key Responsibilities

- Development and implementation of the SafeDX sales strategy.
- Responsibility for the full sales pipeline of customer acquisition and account management.
- Building relationships with key decision makers throughout the sales process.
- Delivering growth targets with key international accounts.
- Based in Prague office, however this role will include international travelling



Requirements

- Minimum 3 years key account management including customers that operate internationally, preferably in software or cloud solutions, with proven results
- Overall in IT, interest in new technologies
- Front line negotiation experience and problem-solving
- Active listener and excellent communication/ presentation skills
- Self-motivated and able to work independently, innovative, solution-oriented mindset
- Fluency in English - C1 level min. (Czech is an advantage but not required).



Advantages

- In-depth knowledge of data center business
- Fluency in any other foreign languages

If you are interested in this position, do not hesitate and contact us. In your cover letter, please include an explanation of why your experience is specifically relevant to this role at SafeDX. We are looking forward to your response!

E: kariera@safedx.cz | M: +420 778 497 649