



Atlantik Systeme GmbH, a company of Atlantik Networxx AG distributes innovative products of manufacturers who are themselves market leader of networking and communication technology. Besides products for the configuration of modern networking infrastructures, Atlantik Systeme GmbH sets it's focus on Data Centre, and M2M (Machine to Machine communication)

To reinforce our team in Planegg, Munich, we're looking for a:

Account Manager / Business Development Manager (m/f) Specializing in Data Centre

_Your job

- Development and implementation of product, marketing, and sales strategies in close collaboration with sales force management
- Enlargement of the strategic important, as well as search for new manufacturers in the Data Centre
- Sales revenue responsibility for defined manufacturers and your own key accounts
- Acquiring new projects on your own initiative
- Deliver technical presentations for customers and interested parties

_Your profile

- Degree in electronic/communications engineering or comparable qualification
- Initial experience in sales and product marketing for IT products and data center solutions
- Excellent command of at least two of the following domains:
 - HPC systems (High Performance Computing)
 - Database or VMware Server
 - Storage systems (Fiber Channel, Infiniband)
 - Solid State Disk Drives
 - 10 GIG Ethernet Switching/Routing
 - DCIM - Data Centre Infrastructure Management
- Customer-oriented, service-oriented mindset with a good eye for the requirements of our customers
- Excellent communication skills, good team player, ability to work interdisciplinary teams
- Goal focused and good at strategic thinking and acting
- Excellent command of all MS Office applications and the Internet
- Excellent written and spoken German and English
- Willing to travel / mix of inside and outside sales

_Awaiting you is

An interesting job in a dynamic market and innovative environment. We offer good professional development opportunities and an attractive salary package, including bonus scheme and company car for private use.

_We're looking forward to hearing from you!

Visit our website at www.atlantiksysteme.com

For information about our social commitment, visit www.initiative-doit.de.

If you have any questions, please contact Michaela Thimet (M.Thimet@atxx.de).
Send your application (**job code ATS-BDM / 01-2011**) by email or post to:

Atlantik Systeme GmbH

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