

Account Manager Slovakia (m/f/d)

Are you a dynamic and results-driven professional with a passion for technology and business development? Synology, a global leader in data management solutions, is looking for a Key Account Manager to drive growth and expand our presence in the Slovak market.

What we offer:

- A challenging role in an innovative and fast-growing company.
- The opportunity to shape Synology's success in the Slovak market.
- Competitive salary and benefits package.
- A dynamic and international work environment.
- Full-time employment with an unlimited contract.
- Attractive OTE (On Target Earning) compensation model.

Your professional and personal requirements:

- Proven experience in key account management, business development, or sales within the IT industry.
- Strong understanding of storage, networking, or IT infrastructure solutions.
- Excellent communication and presentation skills.
- Ability to work independently while collaborating with international teams.
- Willingness to travel within Slovakia and occasionally to other European locations.
- Fluent in Slovak and English; German is a plus.

Your area of responsibility would include:

- On-site support for project business development and partner channel management.
- Develop and expand the reseller, system integrator (SI), and value-added reseller (VAR) network.
- Assist, prepare, and conduct training sessions for business partners.
- Provide expert consultation for customers on product capabilities and solutions.
- Plan and attend industry events, collaborating with the German-based Product Management and Marketing teams.
- Continuously monitor the market, identifying new opportunities and strategies to drive sales growth.
- Work closely with colleagues stationed in the German Synology office, as well as Czech-based colleagues working on the Czech and Slovak market.

As the market leader in the field of NAS servers, routers and video surveillance, Synology GmbH has been inspiring millions of customers worldwide with innovative and versatile IT solutions since 2011.

We live the passion for IT and a hands-on mentality. By taking care of markets in Central and Eastern Europe, we combine 14 nationalities in a international and dynamic team in the Düsseldorf subsidiary – become part of it and apply today!

[Apply Now](#)

Contact

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