

Account Manager Czechia, Slovakia (m/f/d)

As an Account Manager at Synology's Düsseldorf office, you'll help drive success in the Czech and Slovak markets. A native Czech or Slovak speaker with a passion for IT, your main focus will be the management of the distribution network and working with online retailers (e-tail). Your inside sales role includes providing technical and commercial support to channel partners, focusing on market growth.

Your area of responsibility would include:

- **Inside Sales Management** - maintain and grow sales pipelines, working closely with existing clients and acquiring new ones
- **Distribution Network Management** - Develop and maintain relationships with distribution partners in the Czech and Slovak markets
- **Managing Online Retailers (e-tail)** - Work with online retailers to optimize product listings, pricing strategies, and promotions.
- **Market Development** – individually or in group work on projects to identify and capitalize on new market opportunities in the Czech and Slovak regions.
- **Collaboration with Internal Teams** - Work closely with marketing, product, and technical teams to ensure alignment on product promotions, launches, and support for partners.
- **Training, Presentations, Webinars, and Events** – Prepare and conduct training sessions, webinars, presentations and attend events to educate partners and prospects about Synology's solutions.

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!

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Your professional and personal requirements:

- Native Czech or Slovak language proficiency and English language proficiency
- Sales and negotiation skills
- Communication and presentation skills
- Self-Motivation and initiative
- Analytical thinking and problem-solving
- Knowledge of commercial & marketing strategies
- A genuine interest in technology
- Experience in channel/distribution management is appreciated
- Ability to work from Düsseldorf office

What we offer:

- Interesting and versatile activities in flexible structures and flat hierarchies
- Initial onboarding & regular training
- Friendly corporate culture and a pleasant working environment
- Unlimited full-time job with reasonable compensation

Contact

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HR Advisor & Office Manager

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- Bright and modern equipped workplaces in a central location in the heart of Düsseldorf
- Additional perks, like Urban Sports Club membership, Business Bike, fresh fruit and veg, drinks and regular employee events

