

Account Manager Romania (Freelancer)

We are looking for an enthusiastic and result-driven sales professional with a passion for IT and a knack for building strong partner networks, working from home office in Romania. As a self-motivated team player who can take initiative, you will be working on the development of the Romanian market by supporting our customers with technical and commercial advice. While we value experience, we are also open to motivated rookies who are eager to learn and grow.

What we offer:

- Flexible B2B Contract: Work as a freelancer, providing self-responsible services from Romania.
- Products & Solutions: Get equipped with product knowledge to excel in your role.
- Competitive Compensation: Service fee plus individual sales commission agreements.

Your professional and personal requirements:

- Sales Experience: Demonstrable experience in sales and managing partner networks.
- IT Proficiency: Knowledgeable in IT fundamentals such as networking, storage, NAS, and data protection, with a willingness to learn.
- Language Skills: Native proficiency in Romanian and strong communication skills in English.
- Presentation and Networking: Excellent presentation, communication, and networking abilities.
- Problem-solving Skills: Possess a creative and innovative problem-solving mindset.
- Strategic Thinking: Exhibit self-responsibility and a strong strategic mindset.
- Mobility: Ready to travel with a valid driving license and own car for customer visits throughout the region

Your area of responsibility would include:

- Business Development: Provide on-site support for project business development and manage partner channels effectively.
- Consultative Sales: Conduct pre-sales consultations on product capabilities and solutions.
- Events & Training: Assist in preparing and delivering both on-site and online training sessions for business partners in the local language.
- Market Development: Continuously monitor the market and develop effective approaches to drive local sales.
- Network Development: Expand and enhance the existing partner network in Romania by increasing awareness and knowledge of our products and 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!

[Apply Now](#)

Contact

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