

Account and Partner Manager

Full-time | Zurich

As part of our international sales organisation, you will work directly with our customers' decision-makers, as well as developing relationships with our business partners. You will follow up on leads and show potential customers the benefits of Luware solutions and services. The perfect candidate will have both sales and account management experience as well as a technical background.

Your responsibilities

- Take over the sales responsibility for your sales area
- Responsible for the acquisition of new customers and partners
- Take over existing customers with extension potential and become their main contact person
- Elaborate sophisticated solution offers for customer service solutions based on Microsoft Unified Communications
- Direct the sales process and accompany the customer all the way through to signature of the contracts

Your benefits with Luware

- Working with the latest technology
- A diverse, highly motivated team of colleagues
- Rapidly growing market
- **Unique spirit** – collegial, supportive corporate culture
- Short decision paths and a lot of freedom

We are looking for doers

- Basic technical training in the field of (business) informatics
- Further training in business administration or sales techniques desired
- Microsoft Teams and Skype for Business know-how will be an advantage
- Strong communication, presentation and negotiation skills
- Goal-oriented independent working method
- Distinct customer affinity
- Eager to win customers in a very competitive environment
- Excellent knowledge of German and English

About us

Luware is a leading provider for customer service [solutions](#) that are seamlessly integrated into Microsoft Teams and Skype for Business. 100,000 users at over 200 [customers](#) benefit from Luware's solutions every day – among them AGC, Credit Suisse, ERGO, Kuka, Konika Minolta, Medical, Planzer, SAP, Swissbankers, Synamedia, UBS and Würth. The backbone of the modern software and close customer relationships are 80 Luwarriors in Switzerland, the UK, Germany, Belarus and the USA with a passion for simple software and high service quality. [Mimacom-Flowable](#) holds the majority stake in Luware; operational management of Luware is performed by our founders Philipp Beck and Michael Jakob. Driven by customers' needs and in close partnership with Microsoft, Luware has been developing customer service software for UC platforms for over 10 years.

May we get to know you?

Send us your application using our job portal.

We are looking forward to getting to know you!

[APPLY](#)