



For more than 10 years 3Q has developed and operated a robust and high-performance SaaS platform for video management and streaming.

We are specialists in streaming technologies and high availability. Using our in-house platform, we broadcast live and on demand content for leading content providers worldwide. With full GDPR compliance, innovative features, multiple system integrations, an intuitive UI and customer support based in Berlin, we are a trusted partner for our customers.

To support our strategy of sustainable growth, we are searching for

## Key Account Manager (m/f/x) – Fulltime

### What we want to achieve with you

- Lead generation new customers
- Strengthening customer loyalty
- Expansion and optimization of our sales processes

### Your Tasks

- Independent acquisition and support of existing and new customers (acquisition of new customers)
- Process leads and inquiries quickly and conscientiously
- Development of individual strategies for customer/project acquisition
- Proactive customer management
- Establishing and expanding own customer base through personal consulting and support
- Close cooperation with the management and the project management to develop and win customer projects
- Preparation of individual offers as well as their follow-up until signature

### What you offer

- Several years of professional experience in sales of SaaS solutions
- Knowledge of common information technologies
- Knowledge of video streaming and management is desirable
- Business fluent English is desirable

### What we offer

- a young and highly motivated team
- the space to introduce and implement your own ideas
- flexible working times
- friendly working conditions (e.g. free coffee and other drinks in the office, flexible home office policy, and much more)
- Offices in Berlin & Munich

### Contact

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