



PROJECTS, CLIENT FEEDBACK, TIMELINES

AND HANDLING MULTIPLE TASKS AT THE SAME TIME

ARE NO STRANGERS TO YOU?

Then plan a career at Aximpro® as an Senior Program Manager (f/m/d)

Aximpro® is a software development and consultancy company with profound expertise in channel marketing and the IT sector. More than just a software company and more than just a consulting firm – Aximpro also supports its customers around the world with channel marketing intelligence and (co)marketing strategies and their execution. Aximpro makes campaigns and communication a breeze to manage – even across borders. Our main goal is to identify and exploit growth potentials for the vendor and his channel partner landscape to generate additional sales and business opportunities and to identify the market dynamics that drive sales.

For our location in Freising, we are looking for a

Senior Program Manager (f/m/d)

to start as soon as possible.

JOB DESCRIPTION

You are currently working as a Senior Account Manager / Account Manager / Account Director / Program Manager or in a comparable position in an agency environment or in a technology vendor environment.

For our international, experienced and dynamic team, we are looking for a “Senior Program Manager” who will manage a global program in EMEA that we run for one of our biggest clients.

Your main responsibilities include:

- building and maintaining the client relationship for the respective EMEA-wide (online) program with all relevant client stakeholders
- day-to-day client contact for all program-relevant and strategic questions and initiatives
- managing program KPIs proactively with the client and with the internal account team
- managing and guiding program QBRs, strategic initiatives and program budget with the client and internal teams
- proactively managing and guiding the client on a day-to-day basis with the internal support of an account management team
- meeting program deadlines and supervising project-related tasks by ensuring QA and client expectations are being met

EXPERIENCES

- preferably a minimum of 5 years of experience in an agency environment or in a sales/ marketing position at a tech vendor, being responsible for programs/ KPIs
- track record of indirect channel experience (sales and/or marketing)
- demonstrated ability to successfully manage projects and meet timelines that require cross-functional team collaboration, and ensuring continuous communication with all stakeholders
- strong sales, analytical and project management skills
- self-motivated; able to drive work independently towards both the successful attainment of department goals and client expectations
- excellent ability to communicate project and status updates to stakeholders and team
- hands-on mentality and ability to prioritize multiple tasks
- strong written and oral presentation and communication skills (English and German)

WHY AXIMPRO®

We offer an attractive working environment in a future-oriented industry. The role and projects are varied and allow you to work independently in a small, young and dynamic company, with flat hierarchies and short decision-making paths. With us, you can become fully involved, further develop your individual strengths and grow by facing new challenges.

HAVE WE SPARKED YOUR INTEREST?

Then please apply by sending an email with your current CV in PDF format and your salary expectations to Monika Lehmann at careers@aximpro.com.

We are looking forward to hearing from you!