

SENIOR ACCOUNT MANAGER / SENIOR PROJECT MANAGER (F/M/D)



WHY AXIMPRO®?

We offer an attractive working environment in a future-oriented industry, working for global, innovative clients. Opportunities for personal and professional growth in a small and dynamic company await you, with flat hierarchies and short decision-making paths. We offer hybrid working models with home office and working from abroad possibilities.

Aximpro® is the agency for sales optimization. By integrating communication and technology, we make sales more successful. We are a communications agency, a software developer, and a consulting company specializing in channel marketing, co-marketing, and accelerating sales performance. We are based in Munich and Vienna, with teams in the USA and Nepal, and we operate globally. Our clients include well-known international companies in the IT sector as well as international and national distribution companies.

For our team in Munich, we are looking for a

Senior Account Manager / Senior Project Manager (f/m/d)

As an Senior Account Manager / Senior Project Manager, you'll be the central point of contact for our clients, leading complex projects from concept to rollout. You'll coordinate cross-functional teams from creation to IT, manage budgets and timelines, and ensure excellence in both delivery and client satisfaction.

YOUR MAIN RESPONSIBILITIES INCLUDE:

- Conceptualizing, implementing, and managing large, international sales enablement and sales incentivization programs for our key client.
- Serving as the day-to-day client contact for all program and project related as well as strategic questions and initiatives.
- Manage and grow client relationships, acting as a strategic trusted advisor and point of contact.
- Lead the planning and execution of digital channel marketing and partner programs and projects.
- Coordinate internal teams (IT-development, design, strategy) to ensure successful delivery
- Leading and managing non-technical, technical and software development projects.
- Monitor project progress, mitigate risks, and manage budgets and schedules.
- Analyze campaign and platform performance and develop optimization recommendations proactively.
- Prepare and present reports, proposals, and results to stakeholders.
- Identify upselling and cross-selling opportunities to grow client accounts.

EXPERIENCES AND QUALIFICATIONS:

- Proven experience (5+ years) in account management and/or project management, ideally in B2B marketing, partner ecosystems, digital marketing, SaaS company, or channel marketing environments.
- Strong communication and leadership skills; able to build trust and manage expectations.
- Strategic mindset with an eye for both details and the big picture.
- Proven experience in leading and managing non-technical, technical and software development projects.
- Strong project management skills and ideally relevant certifications.
- Hands-on approach, pragmatism, and willingness to roll up sleeves and get involved in operational execution together with the team.
- Strong written, presentation, and oral communication skills in English and German.
- High affinity for technology and software development.

HAVE WE RAISED YOUR INTEREST?

Then, please apply with a current CV and state your salary expectations as well as the earliest possible starting date, to Monika Lehmann at mlehmann@aximpro.com
Do contact Monika if you have any questions: +49 8161 2499 115.

We look forward to hearing from you!