

Account Manager Kazakhstan & CIS located in Almaty (m/f/d) [Eastern Europe]

We are looking for a sales colleague who is passionate about IT, working from home office in Almaty (Kazakhstan). As a self-motivated team player with the ability to take initiatives you will be working in cooperation with our team based in Germany, to develop the Kazakhstan and CIS markets as well as markets in Georgia and Ukraine. With a strong technical sales background, you will support our customers with technical and commercial advice to assist the local markets.

What we offer:

- Self-responsible work on a B2B contract (freelancer)
- Working from home base in Almaty
- Initial onboarding & regular trainings
- Interesting and versatile activities in flexible structures and flat hierarchies
- Fixed monthly service provider fee plus individual bonus agreement

Your professional and personal requirements:

- First professional experience in the field of sales as well as in the management of a partner network
- Knowledge in networking, storage, NAS, virtualization and Linux (we are also open for candidates who are rather new in the IT sector but are motivated to learn)
- Native language skills in Russian and strong communication skills in English, Kazakh language is a plus, but not obligatory
- Good presentation skills, communication and networking skills
- Creative and innovative mindset to solve problems
- Self-responsibility and a strong strategic mindset
- Strong team spirit
- Home based in Almaty, with driving license and required own car for customer visits throughout the country (compensation package will be presented)

Your area of responsibility:

- On-site support of project business development and partner channel management
- Cooperation on strategic sales activities with German office, distributor network & channel partners
- Assist, prepare and conduct trainings for business partners and consult our customers on product capabilities and solutions
- Plan and attend events alone or together with the German-based Product Management and Marketing team
- Permanent market monitoring and development of approaches to drive the local sales

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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