

# READY FOR TAKE-OFF



With AXIS you develop and produce high-end **FLIGHT SIMULATORS** with the most innovative technologies for pilot training. Start with us into your exciting future with great benefits.



## Key Account Manager m / f / d

Full-time, available for immediate start

We are expanding our team and are looking for a dedicated Key Account Manager (m/f/d) to start immediately. In this dynamic role, you will act as the central point of contact for our customers and as a key interface between Marketing & Sales, Support and After-Sales, Product Management, and our internal specialist departments. With your technical expertise, customer focus, and excellent communication skills, you will foster trustful and sustainable customer relationships. You can look forward to an exciting and responsible position with opportunities for growth and extensive creative freedom, featuring the following tasks and responsibilities:

### Your Responsibilities:

- Supporting our customers throughout the entire product lifecycle – from sales support and contract management to assistance in support and after-sales services.
- Building and maintaining long-term, successful customer relationships to achieve our corporate goals.
- Translating customer requirements and needs into internal processes and collaborating closely with the specialist departments.
- Monitoring customer needs and market trends while identifying new business opportunities.
- Ensuring a seamless transition from the sales phase to project management and after-sales phases.
- Assisting the sales team with acquisition, contract negotiations, and the presentation of technical solutions.

### Your Profile:

- Completed technical and/or business education (HTL/TU/FH or equivalent).
- Experience in Key Account Management, Sales, or a comparable position.
- Strong technical and commercial understanding, with industry knowledge being an advantage.
- Excellent organizational and communication skills, along with assertiveness.
- Team-oriented and structured work approach, flexibility, and resilience.
- Interest in aviation, aviation training, flight simulators, and new technologies.
- Willingness to travel and proficiency in English, both spoken and written.

### What We Offer:

- A highly motivated team where your contributions are valued
- Exciting projects and involvement in innovative solutions within the aviation and flight simulation industry
- An international environment with collaboration with clients and partners from various countries
- Flexible working hours with a flextime model and the option to work remotely
- Convenient public transport connections and free parking
- Daily meal subsidies, free coffee, tea, and seasonal fruit
- Team events and opportunities for professional development

Are you interested? Apply online at <https://www.axis-simulation.com/de/karriere/#jobs> or send your application via email to [career@axis-simulation.com](mailto:career@axis-simulation.com).

The minimum gross monthly salary for this position, according to the collective agreement (metalworking industry), is € 2,668,69. Actual salary: € 3,200.00 – € 4,200.00 gross, based on full-time employment (depending on education, qualifications, and experience).

AXIS Flight Training Systems GmbH | Philipsstraße 27, 8403 Lebring, Austria



International



Food Subsidy



Free Coffee & Tea



Free Fruits



Free Parking



Team Events



Homeoffice Possibility



Close Trainstation