

# Customer Success Manager (w/m/d)

Full-time

Graz / Remote

**Would you like to work in a dynamic, future-oriented, technology-driven start-up? And would you like to work in a flexible and modern environment where your ideas are welcome and valued? Do you want to be supported by a young, innovative and motivated team? Then you need to apply to us!**



With our optimization solution, we at S2data have developed an award-winning software that uses mathematical algorithms to make better use of truck capacity in the long term. We always pursue our mission to save CO<sub>2</sub> and costs for our customers and thus create greener logistics for the future.

## **YOUR VARIED RANGE OF TASKS – IDEAS & CREATIVITY WELCOME!**

- Taking over customers from sales & smooth implementation of our software
- Responsibility for customer lifecycle management
- Management of several international projects & creation of the associated project plan
- Identification of up- & cross-selling opportunities
- Proactive customer care & conducting trainings at the customer's site
- Analyzing customer needs & market requirements for product management
- Ongoing cooperation with the sales & development departments

### **WHAT SHOULD YOU BRING ALONG?**

- 1–3 years of experience in customer success or key account management
- Experience in project management
- Ability to work in a team & a structured way of working
- Personal responsibility & independence in day-to-day operations
- Persuasiveness & solution orientation
- Good verbal & written communication in German & English
- Understanding of logistical processes and IT is a plus

### **WHAT YOU CAN LOOK FORWARD TO!**

- An ambitious, young team in which you can develop yourself
- An exciting and challenging workplace in our expanding, internationally active high-tech start-up
- An innovative corporate culture where the focus is on people
- A value-oriented working environment that promotes collegial collaboration
- Challenging tasks with responsibility and independence
- Intensive individual training
- Professional and personal development
- Flexible working hours and home office are possible
- A nice office in the city center with free drinks and snacks

Remuneration according to collective agreement at least € 2,854.00 gross per month.  
Willingness to overpay depending on qualifications.

**Please leave us your CV & a letter of motivation or alternatively a 1-minute video where you tell us express your strengths, experience & the reason why. We look forward to hearing from you!**

**We look forward to receiving your application by email!**

Stefan Kremsner

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