

# Inside Account Manager Enterprise - Region North (F/M/D)

Req #: WD00091802

## General Information

**Job Title** Inside Account Manager Enterprise - Region North (f/m/d)

**Requisition Number** WD00091802

**Career Area** Sales

**Country/Region** Germany

**State** North Rhine-Westphalia

**City** Essen

**Hiring Manager** Frank Schröder

**Date Published** 04-10-2026

**Working Time** Full-time

**Job Band** 06

**Number Of Openings** 1

**Additional Locations:**

\* Germany - North Rhine-Westphalia - Essen

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## Description and Requirements



We are looking for a passionate and enthusiastic **Inside Account Manager for our Enterprise Accounts** in the region North (Essen). The Inside Account Manager will work collaboratively with the Key Account Manager and Hybrid Account Manager within one Team to **manage all pre- and post-sales activities** for a given set of Enterprise accounts. This position proactively works with the decision makers at

our clients and internal stakeholders to provide support of sales opportunities and ensures the appropriate portfolio of Lenovo products, services and software is architected to solve our client's business problems.

#### What You'll Do:

- Provide proactive follow-up, product information and overall account support via telephone and email.
- Work closely with Key Account and Hybrid Account Manager in the ongoing development of opportunities and management of existing accounts.
- Assist Key Account Manager and Hybrid Account Manager with customer requests and ongoing communication touchpoints that drive Customer Experience (CX).
- Leverage technical sales team for complex configurations.
- Works collaboratively with Account Managers for development of value proposition and solution roadmap.
- Driver of pipeline accuracy and weekly cadence reporting of forecasting, opportunity management, customer tracking and identifying and confirming ongoing sales needs.

#### What We Look For:

- Excitement and passion for technology and market trends.
- Fluent German and advanced English language skills.
- Analytical skills and willingness to handle complex administrative and configuration tasks.
- Ability to learn and use multiple internal tools and develop solid knowledge of Lenovo's products and services.
- Previous experience in a technology field or IT Industry is preferred; as well as proven successful sales experience is beneficial but not mandatory at that stage.

#### What We Offer:

- A multitude of professional and personal development opportunities.
- A very open and flexible work environment within one of the most forwarding thinking IT companies.
- Very flat structures, fast decision-making processes and a constant focus on customer requirements.
- An international team with a high focus on diversity & inclusion.
- Attractive compensation package
- ...and a lot of fun: We like to celebrate our successes!

Lenovo's inclusive culture is shaped by strong voices and real stories — discover our Women@Lenovo here: <https://www.youtube.com/watch?v=ZwcbxS0KS-w>



and see why our workplace is proudly recognized with the Kununu Top Company award for the fifth year in a row: <https://www.kununu.com/de/lenovo-deutschland1>



At Lenovo we are proud to be an equal opportunity company. This vacancy certainly applies for people with disabilities, too.

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