

Turkey Jobs Expertini®

Account Manager

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Company: Cosentino Group

Location: Ankara

Category: other-general

What are we looking for

The Cosentino team is looking for an Account Manager, you will be responsible for our strategy and relationship with our clients, ensuring the sales and promotion of our Cosentino products.

Acquiring new and maintaining current customers will be part of your responsibilities, as well as understanding what they are looking for in order to achieve their short-and long-term expectations to ensure delivery of the best of our services, generate demand, through appropriate care and service to the different sales channels for the company: knowledge of the kitchen, and the stone industry is desirable.

A willingness to work with K&B stores, Fabricators and interior designers to generate leads.

What you will do

As an **Account Manager** you will be responsible for our strategy and relationship with our clients, ensuring the sales and promotion of our Cosentino products. Acquiring new and maintaining current customers will be part of your responsibilities, as well as understanding what they are looking for in order to achieve their short-and long-term expectations to ensure delivery of the best of our services.

You will serve as our client's main point of contact, helping them to reach their goals and ensuring a continued, positive and profitable relationship for both sides. In order to be a successful Account Manager with us you will work with different segments:

Sales:

Develop and maintain current product knowledge to present to customers.

Present and sell company products and services to current and potential clients within the remodel, home improvement, cabinet makers, builders and fabrication

Responsible for overall sales of the assigned territory

Customer Service:

Ensure customers have adequate marketing materials to support sales, including samples, brochures and other collateral supplies, such as display towers.

Manage customer relationships by resolving client concerns, ensuring customers are set up in CRM System, providing price quotes, scheduling weekly visits, etc.

Increase market share by elevating the number of displays and point-of-purchase materials within assigned territory.

Business Intelligence:

Prepare action plans to identify specific targets and to project the number of contacts to be made.

Collaborate with Cosentino Corporate staff, Cosentino Center staff and other Account Managers as needed to accomplish goals.

Work with General Manager and Sales Team to execute business strategy for all customer segments in the area (home centers, K&B, Fabricators, etc.).

What you need to succeed

Professional Experience

4+ years of sales or field merchandising experience

2+ years of proven capacity to interact with multiple levels within all faces with commercial industry projects.

Knowledge

Experience with Customer database, Salesforce preferred.

Stone fabrication or distribution experience

Academical Background

Required:

High School / GED

Desired:

Bachelor's degree in Business or related field

What we do offer

You will join a company:

- . With an international mindset and presence in 100+ countries.
- . With an amazing growth story, sustained by an extraordinary innovation with products such as Silestone®, Dekton® and Sensa by Cosentino®.
- . In which you will be able to grow your career and develop your leadership skills.

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