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Account Manager

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Company: Huawei Telekomünikasyon Dış Ticaret Ltd

Location: Ankara

Category: other-general

Serve as the main contact person of business support for the specified key accounts or telecom operator sector to provide high-quality solution to end customers based on relevant industry standards.

Introduce Huawei's products and value proposition to key accounts or direct customers.

Prepare and plan account plans and marketing initiatives on a quarterly basis.

Obtain the target sales revenues of key accounts within the specified area.

Develop new key accounts through the cooperation with existing customer teams.

Analyze the market and define the target enterprise customers.

Familiar with the telecom operator business.

Work place is Ankara

Responsibilities

- 1- Understand the customer's industry and develops a customer specific strategy and business plan in line with Huawei's enterprise product and service portfolio
- 2- Support preparation of proposal and competition analysis
- 3- Identify business risk and minimize them
- 4- Get the customers to trust Huawei and recognize value of Huawei's solutions and take real actions for support; guide business directions and help expand the cooperation scope;

guide project operation, successfully affect decision makers and facilitate favorable

5- Establish and improve customer relationships at the corresponding levels, build extensive customer/key decision-maker/organization relationships, gain trust and support, and affect decision-making.

6- Be good at personal relationships and communications and customer relation management

7- Analyze the market and define the target enterprise customers

Requirements

5 years and more experience with 2 years' work experience in the telecom business is an advantage,

Demonstrable ability to communicate, present and influence key stakeholders,

Experience delivering client-focused solutions to customer needs,

Excellent listening, negotiation and presentation abilities,

Strong verbal and written communication skills in English and Turkish.

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