

Turkey Jobs Expertini®

Account Manager

[Apply Now](#)

Company: Celanese Corporation

Location: İstanbul

Category: other-general

Overview

WHO IS CELANESE?

Celanese Corporation is a global technology leader in the production of differentiated chemistry solutions and specialty materials used in most major industries and consumer applications. We organize our products into four different products segments; Engineered Materials, Cellulose Acetate, Food Ingredients, and Acetyl Chain. These businesses use the full breadth of Celanese's global chemistry, technology and business expertise to create value for our customers and the corporation. As we partner with our customers to solve their most critical business needs, we strive to make a positive impact on our communities and the world through The Celanese Foundation.

We are a high-performing, science-driven company with a strong leadership team, and are looking for people to join us as we move to the next level through innovation, productivity and new product development. If you appreciate challenges, working on complex projects and rapid advancement in an environment that actively encourages and demonstrates diversity, inclusion and giving back to our communities, Celanese is the right place for you.

WHAT DOES CELANESE DO?

We produce products that make our lives a little easier, by helping customers to bring their inspired ideas and innovations to life. From the global production network of our Acetyl Chain, we provide materials that are critical to the global chemicals and paints and coatings industries. From our broad portfolio of Materials Solutions, we advance automotive and consumer electronic designs and enable life-improving medical, food and beverage products – we offer solutions to our customers to help them succeed.

WHERE IS CELANESE?

While we call Dallas, Texas home for our headquarters, we have approximately 8,000 employees working to serve our customers around the world and this will grow to nearly 13,000 following the successful completion of an acquisition later this year. From Dallas to Amsterdam to Shanghai, we manage a global network of commercial offices, technical centers, and twenty-seven production facilities and additional strategic affiliate production facilities.

For more information on Celanese, please visit www.celanese.com

Responsibilities:

Support and Implement European BU Strategies and translate into Sales and Development Programs by working with OEMs and tiers / customers along the value chain and align activities with other relating EM organizational functions.

Develop and maintain meaningful key customer relationship

Manage Business and develop project Pipeline

Market development for relating Segment

Prospecting of new markets

Translation of applications

Review and manage together with Management profitability per customer , pricing, contracts new proposals, support negotiations, review account receivables (in accordance with Working capital goals)

Support customer complaint handling- and commercial settlement process

Facilitate Pricing process

Develop and implement together with Management account strategies for growth

Key-Account Plan , Review with Management

Product- , Technology- and Application-push (account plan driven)

Foster growth by identifying customer needs and translating them into viable specifications
(Input into other EM functions)

Review and compile competitive information for Input into Sales strategy updates

Top Customer calls , facilitate together with Management

Qualifications:

Min. 5 years' experience in Plasticss/Automotive business

Relevant and demonstrable experience in sales of materials for the automotive industry.

Experience in E&E market is highly valued

Degree in Materials Engineering or related

High self-motivation and willingness for taking initiative

Comfortable with working in global matrix organization

Person need to have the capability to communicate in local language of the region and in English

Person ideally needs to have a good understanding of the regional culture to become accepted
as a business partner in the region

Person needs to understand that he/she is travelling approximately 75 % of working time

Apply:

Sorry the Share function is not working properly at this moment. Please refresh the page
and try again later. Share on your newsfeed

[Apply Now](#)

Cross References and Citations:

1. Account Manager Graduatejobsnearme Jobs İstanbul Graduatejobsnearme ↗
2. Account Manager Automobilejobs Jobs İstanbul Automobilejobs ↗
3. Account Manager Expertiniworldtech Jobs İstanbul Expertiniworldtech ↗
4. Account Manager Electronicsjobs Jobs İstanbul Electronicsjobs ↗
5. Account Manager Munichjobs Jobs İstanbul Munichjobs ↗
6. Account Manager Dentistjobs Jobs İstanbul Dentistjobs ↗
7. Account Manager Searcheuropeanjobs Jobs İstanbul Searcheuropeanjobs ↗
8. Account Manager Germanyjobs Jobs İstanbul Germanyjobs ↗
9. Account Manager Biomedicaljobs Jobs İstanbul Biomedicaljobs ↗
10. Account Manager Jeddahjobs Jobs İstanbul Jeddahjobs ↗
11. Account Manager Federaljobs Jobs İstanbul Federaljobs ↗
12. Account Manager Restaurantjobsnearme Jobs İstanbul Restaurantjobsnearme ↗
13. Account Manager Asiajobs careers Jobs İstanbul Asiajobs careers ↗
14. Account Manager Lawyerjobs Jobs İstanbul Lawyerjobs ↗
15. Account Manager Environmentaljobs Jobs İstanbul Environmentaljobs ↗
16. Account Manager Jobscanada Jobs İstanbul Jobscanada ↗
17. Account Manager Blockchainjobs Jobs İstanbul Blockchainjobs ↗
18. Account Manager Contractjobs Jobs İstanbul Contractjobs ↗
19. Account manager Jobs İstanbul ↗
20. AMP Version of Account manager ↗
21. Account manager İstanbul Jobs ↗
22. Account manager Jobs İstanbul ↗
23. Account manager Job Search ↗
24. Account manager Search ↗
25. Account manager Find Jobs ↗

1781124225/

Generated on: 2024-05-02 by [Expertini.Com](https://www.expertini.com)