

Turkey Jobs Expertini®

Account Manager

[Apply Now](#)

Company: Q8

Location: Istanbul

Category: other-general

International Diesel Service (IDS) is one of Europe's leading fuel card providers, offering a complete range of products and services to international transport operators. IDS is a subsidiary of Kuwait Petroleum Corporation and continues to expand its operations worldwide.

We are currently looking for a motivated

Account Manager Region Turkey

Do you thrive on the challenge of developing new business?

Do you have a feel for transport and mobility?

And get a kick out of achieving sales targets?

Are you a creative go-getter who gets things done?

Do you want to develop your career in a dynamic and growing organization?

Check 5 times? Then you could be the new colleague we are looking for!

What is your role?

As a Account Manager, you will be the key to IDS Card's success in the commercial road transport sector. Your challenge will be to acquire new and profitable customers within the region and to maximize the return of existing customers in our IDS network. You will report directly to the Sales Manager Turkey.

Sales, that's what you're here for! You will be responsible for closing profitable deals with new customers and optimizing discount levels and volumes with existing ones. You will build strong relationships through effective negotiation and a high level of service.

As well as optimizing sales and volumes, you will closely monitor customers' creditworthiness to ensure that our customer portfolio is at minimum risk. As our 'antenna' in the field, you will report results and market developments to management.

You will also contribute to a positive team environment by proactively sharing knowledge with your colleagues. Finally, you will keep your administration tidy and up to date, making good use of CRM systems and dealing efficiently with the necessary documentation.

What do you need to know and be able to do?

A relevant degree or equivalent experience.

Strong communication, negotiation and presentation skills.

A minimum of 5 years' experience selling strategic services/products to the transport sector, or a proven commercial affinity or network in the sector

You are extremely sales and results driven, with a tenacious drive to succeed.

You work independently, but also understand that teamwork is necessary to be successful

Obviously you love to travel frequently

You address problems with a flexible and pragmatic approach

Turkish & English (required), any other language a plus

You are computer literate (SAP, MS Office, Business Objects & CRM tools)

What you can expect

IDS offers you an exciting position in a fast-growing market, within a dynamic international team in a multinational environment, with plenty of room for your own initiatives.

You can expect a competitive salary including bonus structure, a complete package of company resources and tools you need, including company car and insurance, and the necessary attention to your personal growth and development.

About IDS

International Diesel Service (IDS) focuses on the fuel needs of long-haul and international road haulage operators. With competitively priced and strategically located filling stations, IDS covers all major roads in Europe. Its high-quality product range and complementary service package make IDS one of the leading fuel card providers in Europe. IDS is also

committed to upholding its values in all new developments and activities. In addition to meeting world-class standards in corporate social responsibility and quality, we constantly strive to improve our performance through innovative solutions.

[Apply Now](#)

Cross References and Citations:

1. [Account Manager Costaricajobs Jobs Istanbul Costaricajobs ↗](#)
2. [Account Manager Teachingassistantjobs Jobs Istanbul Teachingassistantjobs ↗](#)
3. [Account Manager Romejobs Jobs Istanbul Romejobs ↗](#)
4. [Account Manager Polandjobs Jobs Istanbul Polandjobs ↗](#)
5. [Account Manager HollywoodjobsJobs Istanbul Hollywoodjobs↗](#)
6. [Account Manager ExecutivejobsnearmeJobs Istanbul Executivejobsnearme↗](#)
7. [Account Manager Gigajob Jobs Istanbul Gigajob ↗](#)
8. [Account Manager Agriculturejobs Jobs Istanbul Agriculturejobs ↗](#)
9. [Account Manager SurgeonjobsJobs Istanbul Surgeonjobs↗](#)
10. [Account ManagerSearchcanadajobs Jobs Istanbul Searchcanadajobs ↗](#)
11. [Account ManagerSearchnzzjobs Jobs Istanbul Searchnzzjobs ↗](#)
12. [Account ManagerDublinjobsJobs Istanbul Dublinjobs↗](#)
13. [Account ManagerMechanicaljobs Jobs Istanbul Mechanicaljobs ↗](#)
14. [Account ManagerMunichjobs Jobs Istanbul Munichjobs ↗](#)
15. [Account ManagerManchesterjobsearchJobs Istanbul Manchesterjobsearch↗](#)
16. [Account ManagerNgojobsJobs Istanbul Ngojobs↗](#)
17. [Account ManagerOnlinejobsearch Jobs Istanbul Onlinejobsearch ↗](#)
18. [Account ManagerSingaporejobs Jobs Istanbul Singaporejobs ↗](#)
19. [Account manager Jobs Istanbul ↗](#)
20. [AMP Version of Account manager ↗](#)
21. [Account manager Istanbul Jobs ↗](#)
22. [Account manager JobsIstanbul ↗](#)
23. [Account manager Job Search ↗](#)

24. Account manager Search ↗

25. Account manager Find Jobs ↗

Source: <https://tr.expertini.com/jobs/job/account-manager-istanbul-q8-35fc3c62b4/>

Generated on: 2024-05-02 by Expertini.Com