

ACCOUNT MANAGER

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Company: TE Connectivity

Location: İstanbul

Category: other-general

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Job Overview

TE Connectivity's Account Management Teams are responsible for selling TE's products, systems or services, providing detailed technical product information and maintaining relationships with customers in assigned geographic territory, industry or accounts.

The global Key Account Manager is responsible for revenue growth for the key customer in a defined territory, market, key application, and industry/technology. The Key Account Manager is responsible for managing all aspects of demand creation through having an entrepreneur mindset, building strong customer relationships through ECE, and managing internal and external stakeholders. The Key Account Manager should understand the SAM/PAM/TAM for the key customer/market, and he should have good relationship with key customer and developing and/or supporting the pipeline through customer/distributor visits, promotion of product through training and functioning as a project manager, also can drive the product/road map for his key customer internally with PM and engineering. In addition, this individual is responsible for providing forecast accuracy through the S&OP process and will also participate in contract negotiations.

Also, the member will help our local/global distributors to increase our MSG and penetration for appliances of products sales to all industrial business segments.

Tasks and Responsibilities:

The Key Account Manager will support and partner with assigned Regional Key accounts via direct or distribution channel (local & global partners) in Turkey and MEA region.

This role will include a broad range of responsibilities: key account management, new business development of Turkey and MEA Direct Sales and Indirect Sales.

Responsibilities:

Develop Key Account (Turkey and MEA) strategy plan & drive execution

New demand creation at Key Accounts in Turkey region

Responsible for the sales revenue and new business pipe line target

New business development to drive sales growth aligning regional strategy

Responsible for sales forecast timely and accurately in system

What your background should look like:

General electronics and sensor knowledge and related legal policy knowledge

Key account development and management skill, including SAM/PAM/TAM, Key Account strategy management.

Good Sales experience and skills in business development

Excellent presentation skills.

Fluent English both written and spoken.

Bachelor of Electrical/Electronics Engineering

Min. 2-3 years' sales experience in appliances industry or electronics company, preferably in multinational companies

Competencies

Values: Integrity, Accountability, Teamwork, Innovation

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