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Account Manager - Microsoft

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Company: TD SYNEX

Location: İstanbul

Category: other-general

About the role:

Experienced Account Manager - Microsoft Business Unit (MBU): We are actively seeking an accomplished Account Manager to lead our Microsoft Business Unit, overseeing client success and driving growth in Azure solutions. In this role, you will excel in client management, providing expert guidance on Azure services, collaborating on tailored solutions, and managing end-to-end project lifecycles. Your continuous improvement mindset will keep us at the forefront of Azure updates and industry trends. As a key contributor to business growth, you will execute the Business Unit strategy, drive sales, onboard new vendors, and support teams in winning tenders. Your negotiation skills and positive vendor relationships will be crucial in securing key deals and maintaining customer loyalty.

Key Qualifications:

Ownership and AccountabilityDemonstrated strong sense of ownership.

Azure Expertise: Proficient in Microsoft Azure services, covering infrastructure, networking, security, and data services.

Client-Centric ApproachProven client-facing experience, skilled in relationship building.

Problem-Solving Skills: Analytical thinker with the ability to offer innovative solutions.

Project Management:Track record in successfully managing Azure deployment or migration projects.

Communication SkillsExcellent communication skills for both technical and non-technical

audiences.

Certifications: Microsoft Azure certifications (e.g., AZ-900, AZ-104, AZ-500) are advantageous.

Technical Expertise: Strong knowledge for selling Microsoft products and services into Enterprise.

Advanced Knowledge: Advanced virtualization or enterprise application expertise.

Articulation and Storytelling: Ability to articulate Microsoft's value proposition and tell a compelling story.

Collaboration Skills: Collaborative approach with technical counterparts for account plans and proposals.

Technical Orientation: Understanding of Data Center technologies.

Language Proficiency: Turkish (C2) and Business-level English.

#LI-FJ1

#LI-HYBRID

What's In It For You?

Elective Benefits: Our programs are tailored to your country to best accommodate your lifestyle.

Grow Your Career: Accelerate your path to success (and keep up with the future) with formal programs on leadership and professional development, and many more on-demand courses.

Elevate Your Personal Well-Being: Boost your financial, physical, and mental well-being through seminars, events, and our global Life Empowerment Assistance Program.

Diversity, Equity & Inclusion: It's not just a phrase to us; valuing every voice is how we succeed. Join us in celebrating our global diversity through inclusive education, meaningful peer-to-peer conversations, and equitable growth and development opportunities.

Make the Most of our Global Organization: Network with other new co-workers within your first 30 days through our onboarding program.

Connect with Your Community Participate in internal, peer-led inclusive communities and activities, including business resource groups, local volunteering events, and more environmental and social initiatives.

Don't meet every single requirement? Apply anyway.

At TD SYNEX, we're proud to be recognized as a great place to work and a leader in the promotion and practice of diversity, equity and inclusion. If you're excited about working for our company and believe you're a good fit for this role, we encourage you to apply. You may be exactly the person we're looking for!

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