

# Turkey Jobs Expertini®

## Account Manager (Public Affairs)

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Company: Huawei Telekomünikasyon Dış Ticaret Ltd

Location: İstanbul

Category: other-general

Understands the customer's industry and develops a customer specific strategy and business plan in line with Huawei`s enterprise product and service portfolio;

Develops new business by analyzing account potential; initiating, developing, and closing sales; recommending new applications and sales strategies if applicable.

Identifies development potential in accounts by studying current business; Interviewing key customer personnel and company personnel who have worked with customer; identifying and evaluating additional needs; analyzing opportunities.

Contributes information to sales strategies by evaluating current product results; identifying needs to be filled; monitoring competitive products; analyzing and relaying customer reactions.

Enhances department and organization reputation by accepting ownership for accomplishing new and different requests; exploring opportunities to add value to job accomplishments.

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

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.

Be good at personal relationships and communications and customer relation management

Analyze the market and define the target enterprise customers

## Requirements

Min 5 years 'sales experience, working before in ICT industry.

Strong knowledge in ICT product, including network / storage / etc.

Being familiar with Turkish customer, have sales and project operation experience in the public security industry, rich customer resources and experience in system integration companies or has directly working background and experience in Defense Industry /Turkish Nationaly Police, etc. will be preferred.

Prospecting skills, meeting sales goals, foster teamwork, planning, building relationships, people skills, initiative, customer focus, emphasizing excellence, good interpersonal, analytical and problem solving skills.

Excellent communications and presentation skills.

Be able to work under pressure, willing to travel.

Fluent English, native in Turkish.

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