

# Turkey Jobs Expertini®

## Area Sales Executive - Central Anatolia (Ankara)

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Company: Vodafone

Location: Ankara

Category: other-general

### What you'll do

Area Sales Executive have responsibility to ensure that Vodafone Sales Strategies are implemented by the shops and employees.

- To provide high quality service to current customers by distributors
- To manage, canalize and provide the distributors with high motivation by targets
- To announce the activities and promotions for customers to distributors accurately on time
- To Determine training needs in order to develop competency of distributors staff, accompany to salesmen regularly in fields, to make one-to-one coaching -Solve problems
- To support difficult, important and problematic customers by visits
- To provide coordination with other departments for support requests
- Checking the appropriateness of below mentioned items with respect to Vodafone standards  
Vodafone relations with distributor
- To determine strategies, prepare action plan, to take necessary action and precautions
- To control contracts prepared by sales channels
- To control distributors' Operation Quality, office environment and infrastructure delivery vans, salaries etc.
- To control and analyses route plans and visits of sales chanelles staffs.
- To start, sustain, pursue and report projects to develop
- To collect information about competitors activities, promotions and tariffs orderly / -To provide collaboration and compatibility with other departments
- To ensure the realisation of targets through the sales channels and distributor(s)

- Establishment of a strong distributor system for the region
- Identification of distributor's initial & additional investment requirements
- Follow-up and reporting of distributor profitability
- Having daily visit

### **Who you are**

- University degree
- Significant experience in a similar position
- People management experience
- Budgeting and reporting skills
- Driving license
- Min 5 years of experience in similar position (sector knowledge is an asset)
- MS Office Excel, Powerpoint,
- Fluent English

### **Not a perfect fit**

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