

Turkey Jobs Expertini®

Area Sales Executive - Thrace

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Company: Vodafone

Location: Istanbul

Category: other-general

Your dream job does exist.

Discover it at Vodafone!

We are looking for a **Area Sales Executive - Thrace**

First things first: Our Brand.

Here are the key behaviours that help us bring our Spirit and Purpose to life:

- Earn customer loyalty: Small things do matter.
- Experiment, learn fast: Just take the chance.
- Create the future: That's possible.
- Get it done, together: It's up to each of us to make it happen.

Here, everyone can feel free to be themselves and express their ideas.

We are proud to have the most flexible #hybrid way of working in Turkey.

Together with your team, you can decide which days to come to the office depending on your work requirements.

Another favorite: Meeting-free afternoons! Every Friday, arrival of the noon means we can start to take it easy: spend time working on our personal development or catching up with our team. We call this #CumaKafası (Friday mood :)).

And yes we are Agile! The world is constantly changing. And we cannot afford not to!

Our journey began by simplifying our organizational model and transforming into a more agile structure that now we use extensively, especially in our development processes.

1. Why is this role really critical to us?

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

How will you spend your time at Vodafone?

- 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

You are just the person we've been looking for, if you have:

- University degree
- Significant experience in a similar position
- People management experience

- Budgeting and reporting skills
- Driving license
- Military service completed(for male candidates)
- Min 5 years of experience in similar position (sector knowledge is an asset)
- MS Office Excel, Powerpoint,

Get to know us

If you want to know more about us and what we do, then visit our website:

Instagram:

Youtube:

This role has a #Hybrid working model

Wait for it: Our benefits!

We like to keep them flexible:

- Vflexy: Flexible Benefits Program
- Hybrid working kit
- Ergonomic kit allowance
- Digital meal voucher
- Flexible transportation allowance.
- Employee assistance hotline & counselling
- Comprehensive and flexible private health insurance
- Discounted price deals for wide range of products & services

Plus, plenty more to enjoy!

#LI-Hybrid

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