

# Turkey Jobs Expertini®

## Business Development (FG)

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Company: Huawei Telekomünikasyon Dış Ticaret Ltd

Location: Turkey

Category: other-general

Planning, designing and executing the business development processes.

Leading the related work field in accordance with the KPIs,

Providing qualified business solutions and support to content providers.

Working closely with the product and development teams to generate solutions.

Managing and retaining the relationships with the existing content providers.

Being capable of generating alternative cooperation scenarios based on growth.

Analyzing the market for potential partnerships in various sectors

Improving the current business flows based on expectations and learnings.

Managing the relations with vendors and agencies in accordance with KPIs.

Executing the foreign market expansion of the local business development team.

Providing performance reports in a timely manner to multiple business units.

Tracking and testing the results related to content providers at certain intervals.

## Requirements

Bachelor's degree •Minimum bachelor's degree (preferably in industrial engineer) or

above, able to cope with global business trips.

Being flexible while working with regularly updated targets and also creating ideas, implementing and executing strategies in a timely manner to provide solutions in a timely manner.

Have good capabilities of communicating with customers or channels, organizing and coordinating, and thinking in a structured manner.

Strong written and verbal English communication skills.

Being up-to-date on mobile and web search market trends and features.

General understanding of HMS (Huawei Mobile Ecosystem) and its parts.

Have strong learning and adaptability, and a strong will to succeed.

Analytical thinking skills used in reporting, analysis and idea creation.

Being a strong problem solver

Being an ambitious, quick learner and able to cope with stress

Open to working with a cross-cultural workforce in accordance with the targets.

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