

Turkey Jobs Expertini®

Cloud BD Manager

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Company: Huawei Telekomünikasyon Dış Ticaret Ltd

Location: İstanbul

Category: other-general

Education background: Computer Science, Software Engineering, Information Technology, Telecommunications, Electronic Engineering. Huawei is seeking an experienced Business Development Manager to lead and continue to expand the business web3 industry in Turkey territory for HuaweiCloud.com. The Business Development Manager will be key member of the team responsible for providing business leadership and creative direction of this highly visible customer. You will build and maintain broad relationships in web3 industry in Turkey, develop and manage opportunities, and lead a large team of extended resources. You will define an executive relationship strategy within web3 industries, including building a strong working relationship with the Huawei senior leadership team for executive sponsorship, executive business reviews, and shaping go-to-market opportunities. Responsibilities: • Sales and target driven, meet and exceed sales target. Preferably a hunter and hungry for new business successes, generating new business and expanding footprint for new customer. • Explore and identify key account in web3 industry in Turkey, including Cryptocurrency Exchange, GameFi, SocialFi, NFT, DeFi...etc. • Accelerate customer adoption and customer satisfaction, manage contract negotiations and develop long-term strategic relationships with key accounts. • Meet assigned sales and revenue targets and strategic objectives. • Coordinate internal resources including: sales, solution, service and manage resources to meet performance objectives and requirements. • Develop long-term strategic relationships with partners, work with partners to extend reach & drive adoption. • Lead localized solution development efforts that best addresses customer needs, while coordinating the involvement of partners

Requirements

• At least 3 years' experience in web3 industry • Strong knowledge of web3 technologies • Great Knowledge of Public cloud, • Business development or technical sales experience in developing ICT technologies, cloud native solution • Great communication skills, team spirit, and a can-do attitude. • Knowledge of identifying, developing, negotiating, and closing large-scale IT and public cloud technology deals. • Knowledge of positioning and selling cloud and big data technology in new customers and new market segments

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