

Turkey Jobs Expertini®

Cloud&Security&Digital Apps Sales Executive

Apply Now

Company: Vodafone

Location: Istanbul

Category: other-general

Description

Your dream job does exist.

Discover it at Vodafone!

We are looking for a **Cloud & Security & Digital Apps Sales Executive**.

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.

Why is this role really critical to us?

Cloud & Security & Digital Apps Sales Executive is responsible for driving acquisition sales of products and solutions beyond-core mobility (Managed Cloud (IAAS, PAAS, SAAS), Security Solutions, Data Center services) on strategic accounts. This is achieved by building both industry and customer specific business propositions that allow Vodafone to combine multiple products and services into compelling solutions, that are relevant and transformational for our customers.

How will you spend your time at Vodafone?

- Adding new customers and creating new revenue via existing connectivity and solution products.
- Opportunity management and pipeline review.
- Ensure sales related revenue assurance for fixed solution products.
- Working with product, go to market, and technology teams to ensure seamless processes for responsible fixed solution products.
- Bring in segment and sales development teams' input for customer space, opportunity lists and priority focus customers.
- Following and reporting lead list generated by sales development.
- Differentiating Vodafone offerings from competitive alternatives and creating customer preference for Vodafone proposals by understanding competitor's offerings, strategies, and plans.
- Collaborate with Pre-Sales team for mapping products and revenue based on sales segments.
- Collaborate with internal resources to share information, coordinate and ensure sales teams and customer satisfaction.
- Coordinating internal departments and external parties such as partners or integrators to create solutions.
- Assisting product development by understanding customer expectations and reporting facts about customer needs.
- Coordinating sophisticated demands of customers within Vodafone units and triggering product development.

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

- University degree. Degrees with Electronic, Computer, Telecommunication, Industrial or

Mathematics Engineering is preferred.

- Sales experience (minimum 5+ years)
- Technical Sales knowledge such as Cloud, Cyber Security, Cloud and Managed Services
- Azure Fundamentals/ Aws Cloud Practitioner certification/training
- Driving license
- No travel restrictions (will travel to cities around Istanbul)
- Military service completed (for male candidates)
- Experience in Fixed Telecommunication Business is preferred
- Fluent English
- Good negotiation skills
- Financial awareness
- Project management and business modelling skills

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

Data Privacy

By applying for this job, you accept the Vodafone Privacy Policy. Please visit Privacy Policy web page at for further details.

[Apply Now](#)

Cross References and Citations:

1. [Cloud&Security&Digital Apps Sales Executive Presidentjobs Jobs Istanbul Presidentjobs ↗](#)
2. [Cloud&Security&Digital Apps Sales Executive Wowjobs Jobs Istanbul Wowjobs ↗](#)
3. [Cloud&Security&Digital Apps Sales Executive Canadajobsearch Jobs Istanbul Canadajobsearch ↗](#)
4. [Cloud&Security&Digital Apps Sales Executive Ophthalmologistjobs Jobs Istanbul Ophthalmologistjobs ↗](#)
5. [Cloud&Security&Digital Apps Sales Executive Photographerjobs Jobs Istanbul Photographerjobs ↗](#)
6. [Cloud&Security&Digital Apps Sales Executive Anyeventhire Jobs Istanbul Anyeventhire ↗](#)
7. [Cloud&Security&Digital Apps Sales Executive Gynecologistjobs Jobs Istanbul Gynecologistjobs ↗](#)
8. [Cloud&Security&Digital Apps Sales Executive NewyorkjobscareerJobs Istanbul Newyorkjobscareer↗](#)
9. [Cloud&Security&Digital Apps Sales Executive Technologyjobs Jobs Istanbul Technologyjobs ↗](#)
10. [Cloud&Security&Digital Apps Sales ExecutiveBerlinjobsearch Jobs Istanbul Berlinjobsearch ↗](#)
11. [Cloud&Security&Digital Apps Sales ExecutiveConstructionjobsJobs Istanbul Constructionjobs↗](#)
12. [Cloud&Security&Digital Apps Sales ExecutiveHospitalityjobsJobs Istanbul Hospitalityjobs↗](#)
13. [Cloud&Security&Digital Apps Sales ExecutiveUkjobopportunitiesJobs Istanbul](#)

Ukjobopportunities↗

14. Cloud&Security&Digital Apps Sales ExecutivePortugaljobsJobs Istanbul

Portugaljobs↗

15. Cloud&Security&Digital Apps Sales ExecutiveAttorneyjobsJobs Istanbul

Attorneyjobs↗

16. Cloud&Security&Digital Apps Sales ExecutiveProgrammingjobsnearmeJobs

Istanbul Programmingjobsnearme↗

17. Cloud&Security&Digital Apps Sales ExecutiveDeveloperjobs Jobs Istanbul

Developerjobs ↗

18. Cloud&Security&Digital Apps Sales ExecutiveGigajob Jobs Istanbul Gigajob ↗

19. Cloud&security&digital apps sales executive Jobs Istanbul ↗

20. AMP Version of Cloud&security&digital apps sales executive ↗

21. Cloud&security&digital apps sales executive Istanbul Jobs ↗

22. Cloud&security&digital apps sales executive Jobs Istanbul ↗

23. Cloud&security&digital apps sales executive Job Search ↗

24. Cloud&security&digital apps sales executive Search ↗

25. Cloud&security&digital apps sales executive Find Jobs ↗

Source:<https://tr.expertini.com/jobs/job/cloud-security-digital-apps-sales-executive-istanbul-vodafone-0221016a56/>

Generated on: 2024-05-03 by Expertini.Com