

Commercial Excellence Manager

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Company: Honeywell

Location: İstanbul

Category: other-general

Role Objective

██████████ innovating for more than 100 years and now we're creating what's next. Our programs serve a global community and our hometowns too. We provide resources and financial support to causes around the world and encourage employee volunteerism. We are committed to the highest standard in everything we do!

We have an opportunity for a Commercial Excellence Manager to join us at Honeywell in Turkey, this role, you will provide leadership necessary to grow the revenues and profits for Honeywell's Turkey, Israel and Central Asia (TICA) Industrial Automation (IA) business segment. You will provide strategic and operational leadership to the strategy, marketing and sales efforts across IA, driving organic growth, regional expansion, new product or solutions growth and new customer/channel opportunities. This is a hybrid role, 3 + 2 days model.

Key Requirements:

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Facilitate, create and deliver a robust strategic plan (STRAP) for TICA IA every year for each short-cycle and long-cycle business segments.

Drive execution of strategic initiatives across the region partnering with all business leaders and reporting to TICA IA GM & Region President.

Establish and drive Commercial Excellence programs across all business segments and

sales teams.

Partner with TICA IA CFO on P&L related actions.

Drive a robust pipeline of viable opportunities that will enhance IA Business revenue and income.

Commercial Rigor:

Create and own processes which yield high performing New Product Introduction (NPI), Breakthrough Initiatives (BTIs), Salespeople, Product & Offering Managers and Marketing talent.

Visualize key performance indicators that provide performance feedback and leading indicators on sales, NPI, Sales activity, pipeline, demand, market trends, etc.

Provide a regular independent view of our markets and competition. Deliver competitive teardowns to help each business position to win in the marketplace.

Offering Excellence & Strategy:

Effectively driving automation, digital, cyber security strategies and value propositions for key customers and markets.

Establishing, vetting, distributing and funding offering roadmaps within IA TICA and its individual business units.

Ensuring our go-to-market plans and tactics are well-thought, implemented well and have a closed-loop of feedback.

Portfolio management to ensure that the SKU base is being effectively optimized between offering breadth and selling focus.

Establishing standards and training for our product and offering managers to ensure they have world-class skills and the practical experience needed to quickly course correct any failed efforts.

Work to establish consultative sales models to bring solutions that meet customer needs.

Key skills and qualifications

Track record in strategic and operational leadership to the strategy, driving consistent growth capturing market share new product or solutions growth and new customer/channel opportunities.

Experience within a commercial role, with some exposure to direct sales is preferred.

Proven ability to lead in a large matrix organization

Regional expansion

Clear understanding of customer business models and how their business makes money

Think creatively & provide strategic advice

Act as a coach and confident

Cross functional teamwork

We Value:

Technical understanding of customer requirements

Strong leadership, negotiation, and influencing skills

Experience with project planning, scoping, and execution in a phase-gate and/or agile environment

Deliver on complex problems without guidance

Ability to build strong relationships

Strong interpersonal skills as well as good verbal, writing and presentation skills

Our offer

A culture that fosters inclusion, diversity, and innovation in an international work environment

Experienced leaders to support your professional development

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