

# Turkey Jobs Expertini®

## Consultant Salesforce, CRM Quote

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Company: Danfoss

Location: İstanbul

Category: other-general

### Job Responsibilities

**Being part of a truly global team, working closely together with regional and segment business representatives, you will:**

Clarify and align business requirements by understanding their needs and translate the requirements into solution design.

Bring in strong business process knowledge on Quotation processes and integration with cross applications like SAP, pricing tool(eg: Vendavo)

Be part of CRM agile projects and define business requirements and the most optimal CRM solutions as well as ensuring thorough testing.

Support training of our organization when needed (planning, materials, and execution).

Assist with business support when users face issues with the use of the tools

Be able to do configuration in salesforce to meet business requirements.

Solve complex problems; take existing solutions in an innovative manner

### Background & Skills

#### Your profile:

Bachelor's degree in Computer Science, Information Technology, Information Management or a related field

5+ years of Salesforce experience

Good understanding of lead-to-cash process, with special focus on Quotation

Experienced in integrating with external application(SAP, Vendavo etc) is a plus

Salesforce Administrator certification is a plus

Proficiency in written and spoken English

Strong communication and diplomacy skills

Self-motivated with the ability to work independently.

#LI-Hybrid

#LI-AB1

### **Employee Benefits**

Together with your employment we may offer the following benefits:

Bonus system

Paid vacation

Flexible working hours

insurance

Communication package

Opportunity to join Employee Resource Groups

Employee Referral Program

The full list of benefits shall be presented in more details during the recruitment process.

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**Cross References and Citations:**

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