

# Turkey Jobs Expertini®

## Director of Ecommerce - Istanbul, Turkey

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Company: Promate Technologies

Location: İstanbul

Category: other-general

- Responsible for planning and selling the company's products to all eCommerce platforms.
- Grow existing etailer accounts' businesses and develop new ones. Manage key accounts' relationships from top to bottom.
- Develop eCommerce sales strategy, forecast sales volumes and manage sales processes for each account to achieve sales goals.
- Grow market share within each account. Domestic or international travel may be required.

### **Requirements:**

- Bachelor's degree in business or equivalent experience.
- 5+ years sales experience of which at least 2 years in eCommerce platform like Amazon, eBay, Lazada, JD.com, AliBaba, AliExpress, Etc..
- Proven track record to achieve sales targets consistently and to hunt and develop new business opportunities.
- Entrepreneurial work style with ability to be a team player at all levels of the organization.
- Experience in hard drive channel sales preferred.
- Excellent negotiation skills and is persuasive.
- Product marketing experience would be a plus.
- Work experience in consumer electronics, Smartphone and PC related industries is helpful.
- Strongly influence and support to subordinates, peers and management.
- Demonstrate experience in supporting and/or influencing decision making at management level, both internal and in key channels.
- Ability to handle pressure, deliver multiple projects and resolve diverse issues simultaneously.

**Location:** Istanbul, Turkey **Details:**

- Responsible for achieving the accounts' sales target.
- Plan, forecast, generate and manage all eCommerce sales activities.
- Maintain adequate level of inventory at distributors for key accounts.
- Grow existing accounts, develop account plans to increase revenue, margins and shares in each account.
- Build a brand new e-commerce based website.
- Influence customers' mind share to increase sales and market share while maintaining a competitive position and yielding the highest possible returns on sales.
- Handle relationship with the account at all levels. Present and negotiate contracts.
- Work with and through other departments within company to ensure that all sales activities meet/satisfy all business and/or legal requirements.

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