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Enterprise Account Manager (Finance Sector / IT)

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Company: Huawei Telekomünikasyon Dış Ticaret Ltd

Location: İstanbul

Category: other-general

Serve as the main contact person of business support for the specified key accounts or enterprise sector to provide high-quality solution to end customers based on relevant industry standards.

Introduce Huawei's products and value proposition to key accounts or direct customers.

Prepare and plan account plans and marketing initiatives on a quarterly basis.

Obtain the target sales revenues of key accounts within the specified area.

Develop new key accounts through the cooperation with existing customer teams.

Analyze the market and define the target enterprise customers.

Requirements

5+ Years related position experience

Have the working experience in the enterprise market field related to key accounts and enterprise market customers.

Have proven experience in the development of technical capabilities and providing technical consulting for key accounts and vertical market customers.

Be good at personal relationships and communications both on telephone and face to face.

Being fluent in English and another foreign language is preferred.

A self-confident and results oriented individual who is able to work on own initiative to proactively manage and prioritize a large workload.

Strong presentation and communication skills are critical as is the ability to use initiative. This individual should be able to work under pressure and follow projects through to completion. Professional credibility will enable this individual to establish and cement strong customer relationships.

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