

Turkey Jobs Expertini®

Enterprise Sales Manager Turkey

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Company: Supermicro

Location: Ankara

Category: other-general

Supermicro is looking for a highly-experienced, successful and proven Enterprise Sales Manager in Turkey to sell Supermicro's broad portfolio of data center products and solutions to public, government & enterprise customers. The candidate should possess the expertise in managing end-to-end sales processes involving complex, multi-portfolio, large deals.

The ideal candidate must have a strong, credible and professional working relationship with C-Level executives at current and past clients, plus the ability to create similar synergies at new accounts.

This role will be employed thru our local agency.

Essential Duties and Responsibilities:

Includes the following essential duties and responsibilities (other duties may also be assigned):

Approach, build and drive SMC influence and adoption within Turkish Public & Governmental and Enterprise customers in combination with other sales and technical resources

Maintain current customer relationships and identifying potential new customers

Continuously develop new sales opportunities and improve the sales motion through various methods

Meet assigned revenue billings quota and revenue opportunity pipeline quota

Qualifications:

Minimum 10 years of proven experience in Business Development, Enterprise Sales or similar field in the IT / Datacenter segment

Bachelor's degree in marketing, communications, business or a related field

Strong team player

Prior experience selling technology into manufactures, corporate or public/governmental customers

Strong persuasive and negotiating skills

Extremely proactive, highly organized, with proven ability to manage multiple tasks

Professionalism combined with a passion for creativity

Ability to adapt to a fast-paced environment and diverse culture

Native Turkish and professional fluency in English are required, both written and spoken.

Arabic or additional European language is a plus.

Salary Range

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