

# Turkey Jobs Expertini®

## Expert Regional Sales Engineer

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Company: Bosch

Location: İstanbul

Category: other-general

### Job Description

Single Split, Multi Split, Large Splits and VRF sales via dealer channel,

Introducing Residential and Commercial Cooling System products to designers, investors and construction companies

Project follow-up in İstanbul and Marmara Region,

Sales channel management in İstanbul and Marmara Region ,

Relationship management with designers in İstanbul and Marmara Region, giving them technical support about system solutions and product selections

To realize the sales activities within the defined zone

To ensure the fulfilment of the dealership targets in the area of responsibility

To follow up the dealer basis financial risk at the area of responsibility

Field competitor analysis and to define the market in the area of responsibility

To prepare monthly sales and regional reports

Sales channel management in İstanbul and Marmara Region

### Qualifications

Graduated from Engineering departments

Experienced in air conditioning sector for a minimum of 3 years, particularly in Single Split, Multi Split, Large Splits and VRF sales

Proficiency in generating new business

Result-oriented, pro-active, self-motivated, extrovert and strong inter-personal and communication skills

Able for frequent travel

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