

## Key Account Executive

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Company: British American Tobacco

Location: İstanbul

Category: other-general

**BAT is evolving at pace - truly like no other organisation.**

**To achieve the ambition, we have set for ourselves, we are looking for colleagues who are ready to live our ethos every day. Come be a part of this journey!**

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**BAT TURKEY IS LOOKING FOR A KEY ACCOUNT EXECUTIVE**

**SENIORITY LEVEL:** Mid-Level Management

**FUNCTION:** Marketing

**LOCATION:** İstanbul, Turkey

**ROLE POSITIONING AND OBJECTIVES**

Achieve monthly sales targets

Coordinate the effective field execution of sales & merchandising activities

Control the budget and track the financial aspects of the key account customers

Planning regular field visits to drive continuous development in field management.

Search and define new opportunities in the field by making market analysis and present to the management.

Tracking of reconciliation/open account and payment. Take actions to prevent risks.

Make inventory controls of the key account warehouses, track stock levels and update base stocks when necessary.

## **ESSENTIAL EXPERIENCE, SKILLS AND KNOWLEDGE**

Bachelor's degree

Min. 3 years of experience in key account sales management in FMCG

Strong multi stakeholder management capability, communication, and negotiation skills

Fluent in English (Advanced level)

Open to travel domestically and globally whenever needed

Good command of Microsoft office programs

Advanced knowledge of excel

Proactive, analytical perspective

Strong teamwork and communication skills

## **WE ARE BAT**

At BAT we are committed to our Purpose of creating A Better Tomorrow. This is what drives our people and our passion for innovation. **See what is possible for you at BAT.**

Global Top Employer with 53,000 BAT people across more than 180 markets

Brands sold in over 200 markets, made in 44 factories in 42 countries

Newly established Tech Hubs building world-class capabilities for innovation in 4 strategic locations

Diversity leader in the Financial Times and International Women's Day Best Practice winner

Seal Award winner – one of 50 most sustainable companies

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