

# Turkey Jobs Expertini®

## Key Account Executive - Retail

[Apply Now](#)

Company: Logitech

Location: İstanbul

Category: other-general

### Description

Position at Logitech Sales & Marketing

Logitech is the Sweet Spot for people who want their actions to have a positive global impact while having the flexibility to do it in their own way.

### The Team and Role:

The Key Account Executive, Mass Merch & Retail Turkey is responsible for achieving the Sales target for Customers in respective channels in Turkey.

The candidate will work with the Retail Head to define the sales goals in his/her assigned Customers.

### Your contribution:

Be Yourself. Be Open. Stay Hungry and Humble. Collaborate. Challenge. Decide and just Do.

Share our passion for Equality and the Environment. These are the behaviors and values you'll need for success at Logitech. In this role you will:

- Work with the Retail Head to define the annual sales goals along with the Sales and Marketing Strategies in the assigned accounts
- Retain top customers and nurture those key relationships
- Become a strategic partner and advisor to the client, discovering new opportunities to work together for mutual benefit
- Identify, develop and maintain an effective relation with the Mass Merch & Retail accounts to prospect to bring new opportunities for Business

- Be responsible for initiating, planning and implementing together with the Merch & Retail accounts to bring new opportunities for Business
- The candidate is supposed to prepare and deploy a quarterly business plan addressing sell through by customer and activities that are needed to achieve the objectives
- JBP preparation is also a must especially for Merch & Retail accounts. Conduct weekly sales meetings with customers keep track of sales, purchase and inventory situations along with identifying corrective/improvement actions that needs to be taken
- Collaborate with the Marketing teams to achieve the long-term brand goals for Logitech in related Customers
- Continuously monitor the development of Logitech products in the assigned accounts in terms of market share distribution visibility and product mix
- Continuously work with category and marketing managers to conduct trainings and seminars on Logitech products in the assigned accounts to sell better
- Provide a continuous/cohesive flow of market intelligence from the assigned accounts on competitor activities, pricing, market trends, price waterfalls, benchmarking reports, distribution and visibility
- Define the roadmap for the listings of NPIs, monitor and report
- Manage all the resources (if available, like merchandisers/promoters) to help the Merch & Retail accounts to develop

**Key Qualifications & Preferred Qualifications:**

For consideration, you must bring the following minimum skills and experiences to our team:

- Positive, “Can do, Will do” attitude
- Unquestionable integrity
- Strong data driven analytical skills
- Ability to see the Big Picture while not missing any detail
- Excellent communication and persuasion skills
- 5-6 years of experience in Key Account Management
- English language knowledge is mandatory
- B type Driving License
- Military Service completed for male candidates
- Proficient in using spreadsheets/excel

Across Logitech we empower collaboration and foster play. We help teams collaborate/learn from anywhere, without compromising on productivity or continuity so it should be

no surprise that most of our jobs are open to work from home from most locations. Our hybrid work model allows some employees to work remotely while others work on-premises. Within this structure, you may have teams or departments split between working remotely and working in-house.

Logitech is an amazing place to work because it is full of authentic people who are inclusive by nature as well as by design. Being a global company, we value our diversity and celebrate all our differences. Don't meet every single requirement? Not a problem. If you feel you are the right candidate for the opportunity, we strongly recommend that you apply. We want to meet you!

We offer comprehensive and competitive benefits packages and working environments that are designed to be flexible and help you to care for yourself and your loved ones, now and in the future. We believe that good health means more than getting medical care when you need it. Logitech supports a culture that encourages individuals to achieve good physical, financial, emotional, intellectual and social wellbeing so we all can create, achieve and enjoy more and support our families. We can't wait to tell you more about them being that there are too many to list here and they vary based on location.

[Apply Now](#)

#### Cross References and Citations:

1. [Key Account Executive - Retail Nightshiftjobs Jobs İstanbul Nightshiftjobs ↗](#)
2. [Key Account Executive - Retail Torontojobs Jobs İstanbul Torontojobs ↗](#)
3. [Key Account Executive - Retail MalaysiajobsJobs İstanbul Malaysiajobs ↗](#)
4. [Key Account Executive - Retail ConsultantjobsJobs İstanbul Consultantjobs ↗](#)
5. [Key Account Executive - Retail Uzbekistanjobs Jobs İstanbul Uzbekistanjobs ↗](#)
6. [Key Account Executive - Retail MoscowjobsJobs İstanbul Moscowjobs ↗](#)
7. [Key Account Executive - Retail Economicjobs Jobs İstanbul Economicjobs ↗](#)
8. [Key Account Executive - Retail Dermatologistjobs Jobs İstanbul Dermatologistjobs ↗](#)
9. [Key Account Executive - Retail MobileappjobsJobs İstanbul Mobileappjobs ↗](#)

10. Key Account Executive - RetailMakkahjobs Jobs İstanbul Makkahjobs ↗
11. Key Account Executive - RetailThailandjobsJobs İstanbul Thailandjobs↗
12. Key Account Executive - RetailIraqjobs Jobs İstanbul Iraqjobs ↗
13. Key Account Executive - RetailSecurityguardjobs Jobs İstanbul Securityguardjobs ↗
14. Key Account Executive - RetailWorkfromhomejobs Jobs İstanbul Workfromhomejobs ↗
15. Key Account Executive - RetailHongkongjobsJobs İstanbul Hongkongjobs↗
16. Key Account Executive - RetailTeacherjobsnearme Jobs İstanbul Teacherjobsnearme ↗
17. Key Account Executive - RetailJobsproJobs İstanbul Jobspro ↗
18. Key Account Executive - RetailFindfulltimejobs Jobs İstanbul Findfulltimejobs ↗
19. Key account executive - retail Jobs İstanbul ↗
20. AMP Version of Key account executive - retail ↗
21. Key account executive - retail İstanbul Jobs ↗
22. Key account executive - retail Jobs İstanbul ↗
23. Key account executive - retail Job Search ↗
24. Key account executive - retail Search ↗
25. Key account executive - retail Find Jobs ↗

Source<https://tr.expertini.com/jobs/job/key-account-executive-retail-istanbul-logitech-82b7bad855/>

Generated on: 2024-05-04 by Expertini.Com