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Key Account Manager

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Company: NITTO DENKO CORPORATION

Location: Esenyurt

Category: other-general

Key Account Manager

Apr 29, 2024

Esenyurt, TR

Regular Full Time

Nitto Bento Bantçilik Sanayi Ve Ticaret Anonim Şirketi is part of the Japanese multinational Nitto Denko Corporation. Within the EMEA region we have 3 manufacturing companies, 3 converting companies and several sales offices with a total of 1725 employees.

At Nitto it is our mission to deliver safety, prosperity and comfort to not only customers but also to every stakeholder through our products and technologies.

In order to achieve our mission, we act as one team with all our Nitto Employees around the world. This by challenging ourselves to wonder and inspire the world in our everyday work.

We call this "The Nitto way" of working and it's shaped by our unique values, attitudes, mindset and Code of Conduct that each employee holds.

We are proud that we can already look back to a history of more than 100 years, founded on these principles and ideologies that have been passed on from generation to generation!

Our Position

Manages and organizes industrial sales activities and leads and drives performance to ensure volume and revenue targets are met.

Identify clients' business strategies and objectives, logistics needs and buying criteria to develop and articulate value-based solutions to address their needs and wants

Explore new sales opportunities by pursuing inbound and outbound reach-out cycles

Accounts for analysis, recognizing key players, and generating interest

Understand the needs and expectations of the customer

Maintain and expand your prospects database within your assigned responsibility

Handle and resolve customer requests and complaints

Hold product demonstrations for customers and potential customers

Sustain business growth and profitability by maximizing value

Design B2B service solutions to ensure competitive service solutions and satisfaction

Your Profile

University degree in a related area (preferably engineer)

Industrial sales experience for minimum of 4 years in production or chemistry sector

Preferably work experience in multinational companies

Excellent command of written and spoken English

Able to deeply build an understanding of Key Account customers' strategic intent and current position,

Analytical, strong planning, presentation and organizational skills

Strong communication skills and highly developed persuasiveness, influencing and negotiating skills

Building strong relationships and networks both locally and internationally.

Good command of Microsoft Office applications

Active driver (License Class B) with no travel restrictions

Interested to Join?

Nitto Bento offers you a challenging opportunity in an international atmosphere. You have the chance to develop yourself within a stable company where there is room for initiative and creative ideas!

Curious to know more?

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