

Turkey Jobs Expertini®

Key Account Manager

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Company: Amazon Turkey Perakende Hizmetleri Limited Sirketi

Location: İstanbul

Category: other-general

At Amazon, we're working to be the most customer-centric company on earth. To get there, we need exceptionally talented, bright, and driven people. If you'd like to help us build the place to find and buy anything online across the globe, this is your chance to make history.

Amazon is looking for an experienced Key Account Manager (business-development professionals) to join its MENA team to support the growth of small and medium sized businesses.

The successful candidate will recruit and launch online sellers on Amazon's marketplace and help them expand and grow their businesses by partnering with Amazon. The Key Account Manager will be responsible for delivering new business growth and maximizing revenue generation across selected product families. Operating in a fast-moving and often ambiguous environment, the successful candidate will have full responsibility for delivering business and financial objectives. In addition to key account management, you will be responsible for incorporating feedback from the selling partners into new opportunities to improve Amazon's products, services, processes, systems and tools for all 3rd party selling partners.

Operating in a fast-moving and sometimes ambiguous environment the successful

candidate will be required to work autonomously, taking responsibility for achieving business objectives. This role provides a real opportunity to develop original ideas, approaches, and solutions in a competitive and ever changing business climate.

Roles and Responsibilities:

- Be a business partner for new selling partners providing them with data-driven insights and advice to optimize their success on Amazon
- Work closely with new selling partners, educating them about Amazon's high standards of Delivery and Customer Experience
- Enable selling partners to learn and master Amazon's tools and systems so they may become self-sufficient in handling their catalog, inventory and performance efficiently and to the required standards
- Achieve business and financial objectives and drive the growth of Amazon's third-party business
- Identify opportunities to improve the Marketplace business for all sellers through scalable solutions and manage the roll-out of these solutions
- Collaborate and share learning with your global counterparts (MENA, EU, US and Asia teams) to drive best practices and to identify new opportunities
- Identify and contribute to projects focused on improving customer and seller experience, working closely with internal and external teams

We are open to hiring candidates to work out of one of the following locations:

Istanbul, TUR

BASIC QUALIFICATIONS

- Bachelor's Degree in Economics, Engineering or related degree required, Master degree preferred
- 3 to 5 years Sales experience, managing large accounts
- Strong track record of success in managing and growing large accounts, product marketing or management consulting roles.

- Excellent written and verbal communication skills; able to explain complex concepts simply
- Advanced computer skills (Excel, Word, Outlook, PowerPoint).
- Ability to drive successful projects with a wide range of people at all decision-making levels.
- Experience solving analytical problems, either in professional experience (data analysis) or education
- Ability to thrive in an ambiguous environment

PREFERRED QUALIFICATIONS

- Experience with e-commerce or retail would be an advantage.
- Ability to work with legal, product, and internal business owners to reach mutually beneficial agreements
- Strong business judgment, proven ability to influence others
- Experience using Salesforce.com or other CRM tools
- SQL skills

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