

## Key Account Manager

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Company: Bosch

Location: İstanbul

Category: other-general

## Job Description

Key Account Management within MA/CFH2 department located in Istanbul

Account management of Off-Highway and On-Highway OES customers in Turkey and Middle East Region

Customer, revenue, profitability and portfolio management

Responsible for the development and achievement of sales through the direct sales channel and technical service providers

Growing and developing existing clients, generating new business

Finding leads, developing and realizing new acquisition projects

Act as the key interface between the customer and all relevant divisions to realize sales

Playing an integral role in new business pitches and hold responsibility for the effective onboarding of new clients

Direct customer contact for all sales and customer related topics

Planing and execution of new sales projects, campaigns and promotions

## Qualifications

University degree from related departments (Engineering, Business Administration, Economy Engineering is preferred))

Previous experience in technical sales (mobility systems business or automotive sales organizations experience is a plus)

Strong account management and relationship building skills

Excellent listening, negotiation and presentation skills

Excellent verbal and written communications skills

Excellent MS Office knowledge

Proactive, solution and target-oriented perspective

Self-motivated

Strong communication with both national and international network

No obstacle for travel

Driving license

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