

Turkey Jobs Expertini®

Key Account Manager - Istanbul

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Company: JTI

Location: Istanbul

Category: other-general

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That's why our employees, from around the world, choose to be a part of JTI **It is why 87% of employees feel happy working at JTI**. And why we've been awarded **Global Top Employer status, eight years running** .

So when you're ready to choose a career you'll love, in a company you'll love, feel free to #JoinTheIdea.

Learn more:

Key Account Manager - Istanbul

What this position is about - Purpose:

On this position you will be responsible for drafting and negotiating agreements with key account customers, and achieving sales and merchandising targets within your responsible key accounts channel.

What will you do – Responsibilities:

- Develop and propose key account strategies for the region under your responsibility according to the annual sales and merchandising targets
- Coordinate the effective field execution of sales & merchandising activities and ensure effective customer relationships through extensive field visits
- Control the budget and track the financial aspects of the key account customers
- Continuously improve the routing system by making regular efficiency controls and analysis

- Make inventory controls of the key account warehouses, track stock levels and update base stocks when necessary
- Search and define new opportunities in the field by making market analysis and present to the management
- Lead and develop the team and make sure they are competent enough to best perform the job

Who are we looking for – Requirements:

- Bachelor's Degree from Business Administration or equivalent departments
- +7 years of Key Account experience in FMCG with 3 years of people management experience,
- Advanced level of English
- Strong leadership skills
- High proficiency in MS Office applications
- Analytical thinking and strategic planning skills

Recruitment process:

Thank you very much for your interest in the role – we look forward to your application.

We provide feedback to all candidates.

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