

Key Account Manager (Personal Health)

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Company: Philips

Location: Istanbul

Category: other-general

Job Title

Key Account Manager (Personal Health)

Job Description

Job title:Key Account Manager (Personal Health)

Develop, maintain and drive continuous improvement of the relations with existing and potential customers in the assigned district/area for the key accounts.

Your role:

- Initializing customer tailored sales actions and supporting sales actions.
- Being part of Sales Team as a Key Account Manager closely collaborate with Marketing, Pricing, Finance and Supply Chain teams

End to end Account Management opportunity in assigned accounts. We are working in a Hybrid model.

- From Private Health Insurance to Company Car, a career at Philips comes with all sorts of wonderful benefits. Be sure to speak to your recruiter about benefits in your region.

You're the right fit if:

1. Minimum 3 -5 years of Sales/Account Management experience in FMCG/Consumer Health/OTC categories,
(Advantage to be experienced Distributor Channel, Local Chains, Baby Store Chains and Online retailers)
2. Excellent communication skills & high ownership,
3. Bachelor's degree,
4. Turkish as native speaking proficiency and English as business professional level.

About Philips

We are a health technology company. We built our entire company around the belief that every human matters, and we won't stop until everybody everywhere has access to the quality healthcare that we all deserve. Do the work of your life to help the lives of others.

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If you're interested in this role and have many, but not all, of the experiences needed, we encourage you to apply. You may still be the right candidate for this or other opportunities at Philips. Learn more about our commitment to diversity and inclusion .

#LI-EU

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