

Turkey Jobs Expertini®

KEY ACCOUNT MANAGER - ZIPPER INDUSTRY

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Company: Michael Page

Location: Istanbul

Category: other-general

Eklendi 13/03/2024

Global leading company

Great career opportunity

Müşterimiz Hakkında

Our client is one of the leading global companies in zipper industry.

İş Tanımı

Developing and executing global sales and brand strategies for Turkish market;

Identifying relevant decision makers in global/regional head offices of multinational brands;

Building relationships with Turkish contractors aligning with company's zipper products;

Managing impactful partnerships for sales growth within the textile and fashion space, reactivating lost customers, acquiring new customers and managing growth with the top customers.

Collaborating with local sales and marketing teams for brand alignment and revenue growth;

Guiding the team on zipper brand positioning, messaging, and visual identity;

Managing global zipper brand budget with a focus on driving sales and market share;

Analysing requirements, deeply understanding business dynamics and customer needs and

transforming them into solutions and projects.

Aradığımız Profil

Teklif Edilenler

Great career opportunity in a leading global company.

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