

KEY ACCOUNT MANAGER / ZIPPER INDUSTRY

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Company: Michael Page

Location: İstanbul

Category: other-general

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.

Array

Having a bachelor degree or equivalent in Sales, Marketing, Business, or related field; Proven track record of driving profitable sales growth in the zipper industry; Having at least 5-6 years of sales & key account management experience in zipper industry; Strong influencing and

negotiation skills; Strong analytical and problem-solving skills; Fluent in English.

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

Great career opportunity in a leading global company.

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