

Turkey Jobs Expertini®

Presales Senior Associate Manager - Wholesale

Apply Now

Company: Vodafone

Location: Istanbul

Category: other-general

Description

Your dream job does exist.

Discover it at Vodafone!

We are looking for a **Presales Sr. Associate Manager - Wholesale**.

First things first: Our Brand.

Here are the key behaviours that help us bring our Spirit and Purpose to life:

- Earn customer loyalty: Small things do matter.
- Experiment, learn fast: Just take the chance.
- Create the future: That's possible.
- Get it done, together: It's up to each of us to make it happen.

Here, everyone can feel free to be themselves and express their ideas.

We are proud to have the most flexible #hybrid way of working in Turkey.

Together with your team, you can decide which days to come to the office depending on your work requirements.

Another favorite: Meeting-free afternoons! Every Friday, arrival of the noon means we can start to take it easy: spend time working on our personal development or catching up with our team. We call this #CumaKafası (Friday mood :)).

And yes we are Agile! The world is constantly changing. And we cannot afford not to!

Our journey began by simplifying our organizational model and transforming into a more agile structure that now we use extensively, especially in our development processes.

Why is this role really critical to us?

This role is responsible for acting as a design authority to sales and operational teams to ensure technical design and customer needs/expectations so that VF Turkey achieves targets within all Wholesale Segment.

How will you spend your time at Vodafone?

- University Degree with Electronic, Computer, Telecommunication or Mathematics Engineering

- At least 2 years Presales experience, at least 4 years work experience
- Acquaintance with Global & Local Wholesale Data Players' Managers, Account Managers
- Know-how of local and global Wholesale Data market indicators
- A good understanding of the technical requirements of the Wholesale Data Business
- Extensive Technical Knowledge of Wholesale Data products
- Ability to manage & lead business cases and the customer projects together with related internal teams
- Very good command of English
- Excellent interpersonal relationship building skills
- Strong analytical skills
- Ability to understand and capture business and technical requirements
- Driving license (B class)

You are just the person we've been looking for, if you have:

- University degree. Degrees with Electronic, Computer, Telecommunication, Industrial or Mathematics Engineering is preferred.
- Sales experience (minimum 5+ years)
- Technical Sales knowledge such as Cyber Security, Cloud and Managed Services.
- Azure Fundamentals/ Aws Cloud Practitioner certification/training
- Driving license
- No travel restrictions (will travel to cities around Istanbul)
- Experience in Cloud & Security Business is preferred

- Fluent English
- Good negotiation skills
- Financial awareness
- Project management and business modelling skills

Get to know us

If you want to know more about us and what we do, then visit our website:

Instagram:

Youtube:

This role has a #Hybrid working model

Wait for it: Our benefits!

We like to keep them flexible:

- Vflexy: Flexible Benefits Program
- Hybrid working kit
- Ergonomic kit allowance
- Digital meal voucher
- Flexible transportation allowance.
- Employee assistance hotline & counselling
- Comprehensive and flexible private health insurance
- Discounted price deals for wide range of products & services

Plus, plenty more to enjoy!

#LI-Hybrid

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Generated on: 2024-05-06 by Expertini.Com