

Turkey Jobs Expertini®

Pricing & Rev. Growth Snr. Assoc. Mng.

[Apply Now](#)

Company: Vodafone

Location: Istanbul

Category: other-general

Your dream job does exist.

Discover it at Vodafone!

We are looking for a **Pricing & Revenue Growth Senior Associate Manager**.

First things first: Our Brand.

Our Spirit, Our Way.

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?

The aim of job role is, maximizing revenue and profit of complex and high-value corporate deals, set and deliver realistic commitments to our customers and ensure consistent, high-quality proposals and quantify and mitigate risk for Vodafone and our partners.

How will you spend your time at Vodafone?

- Responsible for submitting a completed bid to an existing or prospective client, on time, within budget and with Vodafone's key financial requirements.
- To be ensure that all the client's questions have been answered as fully as possible and that the organization has given itself the best possible chance of success,
- Coordinate relevant departments for each bid with project management approach,
- Provides defined and clear stakeholder engagement,
- Conduct effective qualification balance resources and minimize bid cost for maximum outcome,
- Win business with successful & effective bidding, and analyze lost cases.
- Proactively leads the commercial decision-making across multiple products and services for multinational enterprise customers.
- Influences the customers' decision-making process through quality proposal material and building trust in client meetings; participates in customer negotiations.
- Advises key stakeholders on the structure and development of commercial offers in order to maximize profitability, typically in complex multi-faceted commercial propositions spanning multiple geographies.
- Gives professional guidance to team members and shares knowledge. Drives cross-functional learning reviews, identifies administrative/organizational tasks for audit and tracking purposes.
- Drives internal process improvements.
- Financial and commercial product ownership in VBU product spectrum.
- Coordinate SME pricing team, consist of rotational personnel.
- Organize and lead biweekly business reviews with sales sector leaders
- Overseeing sales sector's funnel & targets and derive fruitful growth actions according to the data.

- Understand and advise on both financial and commercial aspects of products to the parties.
- Support digital pricing developments in our CRM tool

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

- Bachelor Degree in Engineering or Business, Economics, master degree is a plus
- Min 3 years of experience especially in Bidding, Sales or Finance departments
- Presentable and strong analytical thinking skills
- Work under high pressure and time constraints
- Self-motivating and able to work under minimal supervision,
- Dynamic and curious personality
- Strong written, verbal communication skills& inter-personal skills both in Turkish and English
- Telecom sector experience is a plus
- B2B and subscription-based business experience are a plus
- Multi-task management
- Problem solving & decision making
- Results-driven and delivery-focused
- Flexible mind set to adapt to a constantly changing conditions
- Flexible working hours

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

Data Privacy

By applying for this job, you accept the Vodafone Privacy Policy. Please visit Privacy Policy web page at for further details.

[Apply Now](#)

Cross References and Citations:

1. Pricing & Rev. Growth Snr. Assoc. Mng. Fitnessjobs Jobs Istanbul Fitnessjobs ↗
2. Pricing & Rev. Growth Snr. Assoc. Mng. AfricajobscentralJobs Istanbul Africajobscentral ↗
3. Pricing & Rev. Growth Snr. Assoc. Mng. Technologyjobs Jobs Istanbul Technologyjobs ↗
4. Pricing & Rev. Growth Snr. Assoc. Mng. Luxuryjobs Jobs Istanbul Luxuryjobs ↗
5. Pricing & Rev. Growth Snr. Assoc. Mng. OslojobsJobs Istanbul Oslojobs ↗
6. Pricing & Rev. Growth Snr. Assoc. Mng. Aucklandjobs Jobs Istanbul Aucklandjobs ↗
7. Pricing & Rev. Growth Snr. Assoc. Mng. Advertisingjobs Jobs Istanbul Advertisingjobs ↗
8. Pricing & Rev. Growth Snr. Assoc. Mng. Philippinesjobs Jobs Istanbul Philippinesjobs ↗
9. Pricing & Rev. Growth Snr. Assoc. Mng. Interiordesignjobs Jobs Istanbul Interiordesignjobs ↗
10. Pricing & Rev. Growth Snr. Assoc. Mng. Anyeventhire Jobs Istanbul Anyeventhire ↗
11. Pricing & Rev. Growth Snr. Assoc. Mng. Thecareerjobs Jobs Istanbul Thecareerjobs ↗
12. Pricing & Rev. Growth Snr. Assoc. Mng. Searchukjobs Jobs Istanbul Searchukjobs ↗
13. Pricing & Rev. Growth Snr. Assoc. Mng. Nyjobscentral Jobs Istanbul Nyjobscentral ↗

14. Pricing & Rev. Growth Snr. Assoc. Mng. [Latinamericajobscentral](#) [Jobs Istanbul](#)
[Latinamericajobscentral](#) ↗
15. Pricing & Rev. Growth Snr. Assoc. Mng. [Dermatologistjobs](#) [Jobs Istanbul](#)
[Dermatologistjobs](#) ↗
16. Pricing & Rev. Growth Snr. Assoc. Mng. [Searchnzjobs](#) [Jobs Istanbul](#) [Searchnzjobs](#) ↗
17. Pricing & Rev. Growth Snr. Assoc. Mng. [Riskmanagementjobs](#) [Jobs Istanbul](#)
[Riskmanagementjobs](#) ↗
18. Pricing & Rev. Growth Snr. Assoc. Mng. [Lawyerjobs](#) [Jobs Istanbul](#) [Lawyerjobs](#) ↗
19. Pricing & rev. growth snr. assoc. mng. [Jobs Istanbul](#) ↗
20. AMP Version of Pricing & rev. growth snr. assoc. mng. ↗
21. Pricing & rev. growth snr. assoc. mng. [Istanbul Jobs](#) ↗
22. Pricing & rev. growth snr. assoc. mng. [Jobs Istanbul](#) ↗
23. Pricing & rev. growth snr. assoc. mng. [Job Search](#) ↗
24. Pricing & rev. growth snr. assoc. mng. [Search](#) ↗
25. Pricing & rev. growth snr. assoc. mng. [Find Jobs](#) ↗

Source: <https://tr.expertini.com/jobs/job/pricing-rev-growth-snr-assoc-mng--istanbul-vodafone-4fc21fbe27/>

Generated on: 2024-05-03 by [Expertini.Com](#)