

Turkey Jobs Expertini®

Region Presales Executive - Ankara

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Company: Vodafone

Location: Ankara

Category: other-general

Description

Your dream job does exist.

Discover it at Vodafone!

We are looking for a Presales Executive.

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 fixed sales segments

How will you spend your time at Vodafone?

- Contribute to VF Sales and Marketing strategies for VF Region segment to ensure VF Turkey realizes its ambitions for the short-mid and long term.
- Clear understanding of customer needs, addressing the right Vodafone solutions and creating customer-specific technical solutions Work with Account Managers to lead generate for related Region.
- Identify and address customers critical technical issues (escalations) and non-technical issues, and coordinate necessary support activities.
- Ensure of understanding the scenarios, features and functions within each of the products and how these are applied to address business and technical needs.
- Creating presentations and demonstrations that summarise the simple technical and business benefits of the solution .
- Help the Sales Rep and other members of the sales team respond to RFI/RFP's.
- Ensure all activities are applied inline with time tables and budgets so that VF Turkiye can achieve its annual results and revenue targets

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

- University Degree with Electronic, Computer, Telecommunication or Mathematics Engineering
- At least 2 years Telco Connectivity/Cloud/ Security Presales experience, at least 4 years work experience
- Very good technical knowledge of Security protocols (Firewall, WAF/LB, DLP, DDOS, etc)
- Have Security certifications (Fortinet, Palo Alto, Checkpoint, etc) is a plus
- Fortinet NSE 4+ certification is a plus
- Cloud knowledge and certification is a plus
- CCNP level of networking technologies is a plus
- Military service completed (for male candidates)

- 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)

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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