

Regional Category Manager (m/f/d) Business Line Industry.

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Company: ZF Group

Location: İstanbul

Category: other-general

Req ID İstanbul, Türkiye

We are looking for a new colleague in our department Business Line Industrial Aftermarket IMEA at our location in İstanbul

Your responsibilities as Regional Category Manager (m/f/d) Business Line Industry

Develop and implement strategic targets for Off-Highway business (construction machines, agricultural machines, material handling machines) in the region

Be accountable for the deployment of regional initiative via the respective sub-regions to achieve the defined sales and profit targets

Introduces existing and new products in the aftermarket like transmissions, axels, clutches, shock absorbers and breaking systems and represents the product expertise towards the sub-regions and ZF customers

Identifies regional market demands and customer needs, including product range and coverage

Provides the regional voice of customers, markets and businesses to the global product management as input to the global strategy

Your qualifications as Regional Category Manager (m/f/d) Business Line Industry

Engineering background (mechanical or electrical)

8-10 years+ sales and/or business development experience preferably in Aftermarket,

experience in product management, project management, specification & development
beneficial

Solid know how of Off-Highway machines preferably with ZF aggregates

Strong negotiating, influencing and presentation skills as well as being familiar with relationship
management

Fluent in English, German of added value

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- 3. Regional Category Manager (m/f/d) Business Line Industry. Seojobs Jobs Istanbul Seojobs** [↗](#)
- 4. Regional Category Manager (m/f/d) Business Line Industry. Muscatjobs Jobs Istanbul Muscatjobs** [↗](#)
- 5. Regional Category Manager (m/f/d) Business Line Industry. TraveljobsJobs Istanbul Traveljobs** [↗](#)
- 6. Regional Category Manager (m/f/d) Business Line Industry. MalaysiajobsJobs Istanbul Malaysiajobs** [↗](#)
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- 9. Regional Category Manager (m/f/d) Business Line Industry. Ecommercejobopportunities Jobs Istanbul Ecommercejobopportunities** [↗](#)
- 10. Regional Category Manager (m/f/d) Business Line Industry. Ukjobscareer Jobs Istanbul**

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