

Regional Sales Manager (Kayseri)

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Company: Siemens Sanayi ve Ticaret Anonim Sirketi

Location: İstanbul

Category: other-general

Regional Distributor Sales Manager Kayseri

For our SI EP- Electrical Products Business Unit, we are looking for a Sales Manager who will be in charge for Distributor, Panelboard Franchise Partners, Panel Builders, OEMs and Electrical Contractor Sales Channel. The region mainly covers Kayseri .

The role will require taking responsibility for achieving personal sales targets for Electrical Products by defining customer value propositions that add real value to the customers business in relation to EP

This role requires technical knowledge across the entire product spectrum of EP (mainly low voltage products, low voltage panelboards and industrial control products) as you are ultimately responsible for being technical and commercial face of the offers and closing the deal at Distributors, Partners, Panel builders, OEMs, Electrical Contractors.

What you need to make real what matters.

- * University degree in Electrical Engineering.
- * 3+ years experience in the related area.
- * Fluent English in speaking and writing.
- * Advanced in MS Office applications.
- * Result orientation with strong analytical thinking.
- * Team player and customer focused with good interpersonal skills.
- * Good understanding of the low voltage product & system market and technologies.
- * Prepares sales reports by collecting, analyzing, and summarizing sales information.
- * Wide ranging commercial and contractual experience.

- * Track record of excellent communications & influencing skills.
- * Plan and modify product configurations to meet customer needs.

Whatpart will you play?

- * Lead entire sales process from lead generation to deal close phase.
- * Make sure order income target set is reached with expected EBIT and cash flow.
- * Plan and modify product configurations to meet customer needs.
- * Establishing new accounts as well as maintaining the existing.
- * Develop market transparency in sales channels.
- * Secure a significant share of the EPs market segment.
- * Be aware of competitive environment in order to devise successful sales strategies to achieve business objectives.
- * Maintain adequate reporting of sales opportunities and customer information to ensure accuracy of CRM SieSales system.
- * Support / lead product launches, marketing campaigns & promotions delivery of product demonstrations.

What we offer

Speak up Culture

Respectful Workplace

Being part of a global work environment

Attractive remuneration package

Excellent recognition tools providing spot awards

Learning &Development opportunities for both personal and professional growth

Leave daysfor parentsand a variety of flexible working models that allow time off for yourself and your family

Creche allowancefor mothers

Share matching programs to become a shareholder of Siemens AG

Remoteworking and remote livingflexibility only for relevant positions

Find more benefits

Individual benefits are adapted to meet local legal regulations, the requirements of different job profiles, locations, and individual preferences.

As Siemens we believe physical barriers are not related to potential. Only the potential matters to us. Therefore, we look forward to receive applications of candidates with physical barriers and chronic illnesses. We support healthy relationships between candidates with barriers and their colleagues because we believe we can create differences together.

Siemens is dedicated to quality, equality, and valuing diversity and we welcome applications that reflect the diversity of the communities within which we work. We are looking forward to receiving your online application. Please ensure you complete all areas of the application form to the best of your ability as we will use the data to review your suitability to the role.

Please find more information from our web site:

Contact

If you need more information please don't hesitate to contact us.

+90 216 459 20 00

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