

Turkey Jobs Expertini®

Sales & Business Development Manager

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Company: Bosch

Location: İstanbul

Category: other-general

Job Description

Responsible for turnover and achieving annual & monthly sales target for Turkey & AZ

Setting goals and developing plans for business and revenue growth.

Develop, implement and follow-up the country strategy within agreed budget, based on strategy.

Implement Channel Strategy and develop/manage local customer portfolio by increasing share of wallet with existing customers and identifying additional business opportunities with new customers/verticals/influencers

Actively work with key influencers and end-users and act as Key Influencer Manager for defined local influencer

Actively get involved in tender specification of large projects, drive specification of BT and convert these tenders into leads

Develop, implement and follow-up on local customer strategies and marketing initiatives

Identify and research potential clients

Develop and maintain client relationships

Track, identify and add qualified prospects to sales pipeline

Develop and manage strategic partnerships to grow business

Drive the end-to-end sales process

Qualifications

Bachelor or master's degree in business administration, Management or Engineering; MBA is a plus

Experience in AV & Security Industry

Fluent in English & Turkish

At least 5+ year experience in sales & business development and/or strategic marketing, preferably in high-tech multinational companies and video systems business unit.

Excellent customer orientation and networking skills

Excellent team player and multi-tasking skills

High degree of self-motivation & accuracy performs well under pressure, flexibility, self-confidence, high willingness to learn, result-orientation, self-organization.

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