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Sales Development Specialist- Off-Highway (m/f/d).

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Company: ZF Group

Location: İstanbul

Category: other-general

Req ID İstanbul, Türkiye

For our location İstanbul, we are looking for a Sales Development Specialist- Off-Highway (m/f/d).

Tasks:

Understand customer needs and develop strategies to achieve spare parts sales targets for Off Highway business

Conduct competitor analyses and research new business opportunities, work to gain new customers for OH spare parts and also workshop

Maintain regular communication with the existing customer portfolio and collect/evaluate customer feedback

Provide technical support to customers.

Qualifications:

Experience in business development or sales in off highway business.

Knowledge of ZF products, footprint, structures and processes with construction machinery and spare parts.

Strategic and analytic thinking and active execution of OH Sales strategy and targets

Negotiating, influencing and relationship management skills

Drive for results and execution

ERP:

The position is part of the ZF Global Employee Referral Program.

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