

# Turkey Jobs Expertini®

## Sales Engineer

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Company: Molex

Location: Istanbul

Category: other-general

### Your Job

The Sales Engineer will take the responsibility for several key customers in Turkey and reports to the country manager. The keys customers are customers developing innovated products in diverse area like Consumer and E-Mobility. As a preferred supplier, we intend to further elevate our long-term partnership and engage with them for co-innovation and stronger collaboration. This individual will identify opportunities for growth that align with roadmap initiatives and will be responsible for establishing and maintaining strong relationships and ensure a high level of customer service and satisfaction

Looking for a self-motivated individual who is passionate about technology and innovation, eager to learn and enjoys working in an international environment.

### Our Team

Molex in Europe is looking for a Sales Engineer, based in Izmir, reporting to the regional team. We are a principled based company that relies heavily on teamwork and ingenuity. We pride ourselves on being the partner of choice for our internal and external customers

### What You Will Do

Profitable grow the business year over year consistent with corporate objectives

Focus on building long-term relationships; Ensure continuous customers engagement; drive direct and frequent customers interaction to understand and represent the VoC with a special focus on key R&D sites in Turkey.

Provide continuous VoC to the Business Units to maintain a directed focus on where and

how to grow; Proactively collaborate with the Molex Product Managers and Business Development Teams.

Prepare a business plan for the area which will ensure that the sales forecast is achieved on an annual basis

Use existing network and develop new key relationships at the defined customers to present suitable Molex proposals

Build a strong, steady of demand creation activities to fuel continuous accounts growth measurable by Sales Force performance to targets

Provide all reports in a timely fashion and with accurate and clear information

Provide marketing intelligence on competitor activity and market trends as requested

Attend and participate in sales meetings, exhibitions, and training courses

### **Who You Are (Basic Qualifications)**

Bachelor's degree in engineering or business

Experiences in sales, field application engineering, or product/project management

Strong interpersonal skills to build relationships and network

Excellent selling, communication, and negotiation skills

Located in Izmir area.

Fluent in English

Ability to frequent travel

### **What Will Put You Ahead**

Experience in the electronics industry and/or manufacturing sector

Experience using SAP and Salesforce

Any other additional language skills

#LI-MB5

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