

Turkey Jobs Expertini®

Sales Excellence Manager

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Company: AkzoNobel

Location: Dilovasi

Category: other-general

We've been pioneering a world of possibilities to bring surfaces to life for well over years. As experts in making coatings, there's a good chance you're only ever a few meters away from one of our products. Our world class portfolio of brands – including Dulux, International, Sikkens and Interpon – is trusted by customers around the globe. We're active in more than countries and have set our sights on becoming the global industry leader. It's what you'd expect from the most sustainable paints company, which has been inventing the future for more than two centuries.

Qualifications

Bachelor's Degree in business management, business informatics or related fields,

Master's Degree in Business Administration will be an asset,

+5 years of experience in sales excellence and/or support roles,

Having experience in chemicals, durable goods and/or paints & coatings industries with B2C - B2B management,

Excellent leadership, stakeholder management, communication and presenting, problem solving, project and time management, commercial and business acumen, strong understanding of cross functional processes and financial concepts related to sales and cost to serve, working & impacting locally & globally/regionally skills,

Strong understanding of Customer Relationship Management software & tools,

Excellent command of written and spoken English.

Job Description

Effectively supporting sales & sales operations teams with strong guidance in understanding and assessing customers' needs, business objectives, strategies, value propositions.

Developing digitalized key performance and follow-up reports for sales leadership and sales management team.

Driving Continuous Improvement & Sales Excellence across the organization to generate value to customers – forecast, service, capability, efficiency, and productivity.

Ensuring sales operation information systems / governance structure is in place and inform higher level on consolidated risks and opportunities.

Driving the strategy and execution of the business intelligence tools (such as CRM programs).

Increasing sales productivity with simplified processes and implement new automated tools, such as contract management, CRM modules, automated broadcasting of reports, data-backed programs.

Effectively managing and follow-up CRM module 3rd party service provider costs aligned with the reserved budget levels.

Managing all the relations and coordinate contract management activities with the 3rd party service providers.

Working closely with sales teams to align on the commercial excellence strategy geared towards achievement of the financial and non-financial deliverables.

Managing Customer Satisfaction Survey activities and coordinate the proper execution with the local stakeholders and BU (Business Unit) management.

Coordinating all BU Training activities within the local organization and set sessions for proper and timely training of all related commercial team members.

Representing the local commercial organization in the BU projects related with commercial

excellence projects.

Working alongside with sales leaders to standardize business reporting, to follow-up KPIs and achievements and to create dashboards/presentations for sales leaders and executives.

Preparation of all business cases and ARs (Appropriation Requests).

Providing full support and coordination among the commercial sales team members for the preparation of annual commercial plans.

All qualified applicants will receive consideration for employment without regard to race, color, religion, sex, sexual orientation, gender identity, national origin, age, disability or veteran status.

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