

Turkey Jobs Expertini®

Sales Executive - Medium Business (Bursa)

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Company: Vodafone

Location: Bursa

Category: other-general

Description

Your dream job does exist.

Discover it at Vodafone!

We are looking for a **Sales Executive / Medium Business - Bursa**.

First things first: Our Brand.

Our Spirit, Our Way.

Here are the key behaviours that help us bring our Spirit and Purpose to life:

- Earn customer loyalty: Small things do matter.
- Experiment, learn fast: Just take the chance.
- Create the future: That's possible.
- Get it done, together: It's up to each of us to make it happen.

Here, everyone can feel free to be themselves and express their ideas.

We are proud to have the most flexible #hybrid way of working in Turkey.

Together with your team, you can decide which days to come to the office depending on your work requirements.

Another favorite: Meeting-free afternoons! Every Friday, arrival of the noon means we can

start to take it easy: spend time working on our personal development or catching up with our team. We call this #CumaKafası (Friday mood :)).

And yes we are Agile! The world is constantly changing. And we cannot afford not to! Our journey began by simplifying our organizational model and transforming into a more agile structure that now we use extensively, especially in our development processes.

Why is this role really critical to us?

Reaching growth by deepening in Medium Business' Customers; new customer acquisition, customer satisfaction and other VBU & One company visits

Building long term growth strategy and execution plan for internal/external stakeholders for the related targets

Managing the sales pipeline with a disciplined forecasting methodology to ensure sales KPI's are achieved

Giving market insights to the Product and Solution team to contribute to the overall product, pricing and positioning strategy among the competitors

How will you spend your time at Vodafone?

- Portfolio management by identifying, qualifying, bidding, negotiating and closing sales opportunities for Vodafone products and services
- Collaborate with solutions and support teams
- Create and manage sales channel to provide sales targets for related products
- Establishing effective relationships with accounts to ensure Vodafone is the preferred supplier for technology needs
- Understand customer needs from a Core and Solutions perspective and work collaboratively with solutions teams to help our customers define their own journeys and generate insights to illuminate innovative ideas
- Provide solution demonstrations to prove the solution's value and win customer commitment
- Manage relationships with internal/external partners, stakeholders to increase consideration of Vodafone Products and Services

You are just the person we've been looking for, if you have:

- University degree

- Sales experience (min. 3+ years)
- Driving license
- Experience in Telecommunication Business
- Fluent English (plus)
- Good negotiation skills
- Financial awareness
- Project management and business modelling skills

Get to know us

If you want to know more about us and what we do, then visit our website:

Instagram:

Youtube:

This role has a #Hybrid working model

Wait for it: Our benefits!

We like to keep them flexible:

- Vflexy: Flexible Benefits Program
- Hybrid working kit
- Ergonomic kit allowance
- Digital meal voucher
- Flexible transportation allowance.
- Employee assistance hotline & counselling
- Comprehensive and flexible private health insurance
- Discounted price deals for wide range of products & services

Plus, plenty more to enjoy!

#LI-Hybrid

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