

Sales Manager - Networking Power Supply

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Company: CVT recruitment

Location: İstanbul

Category: other-general

Company Overview: Our international client, a leading provider of energy-efficient solutions headquartered in Hoofddorp, is seeking an experienced Sales Manager to join their Power Supply Team in the Netherlands. This is a full-time position with a hybrid work arrangement. As a Sales Manager, you will be responsible for driving sales across the EMEA region and collaborating closely with our Research and Development team, Product Marketing, and various Business Units. The company is deeply committed to reducing the global carbon footprint and is guided by a strong green philosophy.

Job Role and Responsibilities: Promote and advocate power supply products such as CRPS, MCRPS, PowerShelf, redundant PSU, and similar items. Explore new business opportunities in fields like ICT, Cloud, Datacenter, AI, Edge computing, and other relevant applications. Develop and present effective business plans. Communicate and collaborate efficiently with Corporate R&D and PM teams to track new project developments and emerging business prospects. Identify chances for cross-selling with other product lines. Manage CRM data related to accounts, activities, and document customer interactions.

Qualifications: Minimum of 2 years of work experience in the power-related or networking industry. Hold a degree in Business Administration, Marketing, or a related field, showcasing a strong academic background. Proactively generate new customer leads through methods like cold calling and trade show lead development. Cultural compatibility to collaborate with diverse global teams, especially in Asia. Fluent in English, with an additional language proficiency being advantageous. Powered by JazzHR

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