

Turkey Jobs Expertini®

Sales Operations Specialist -Africa & Middle East

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Company: Michael Page

Location: Istanbul

Category: other-general

Tarihinde güncellendi 25/01/2024

Creating international connections.

Great career progression.

Müşterimiz Hakkında

Our client is a technology company that was founded in Vienna in 1981 and continues to work in many different fields that require expertise such as smart card production, payment operating system, passport and electronic identity.

İş Tanımı

Candidate will assist the International sales team in sales operations, planning, reporting, organizing and coordinating functions relating to the sales operations of the International team

Gathering data and preparing weekly, monthly, quarterly & annual reports for actual sales, forecast or any other reports related with sales activities within the region

Market research & Update regarding regional News/Newsletter

Work with international technical teams on the customer side & introducing solution from end-to-end.

Managing global key accounts,

Managing the relationship between sales teams and ACT,

Handles varied customer transactions regarding order entry, order status (promise and shipping dates) inquiries, back order information, proofs of delivery,

Analyses and recommending alternative solutions to meet customer needs,

Acting as business partner to support growth and participates on cross functional projects,

Managing customer's accounts/payments

Managing sales budget, actual & forecast

Aradığımız Profil

Fluent in English (must)

Preferably speaking Arabic and French,

A perfect communicator and team member,

Good command of MS office programs,

Experience on tender, RFI & RFP processes

Strong Analytical and strategic thinking mind set,

Knowledge on sales/commercial concept and clear understanding on the business targets,

No restrictions for travelling,

Teklif Edilenler

International working environment.

Great career oppourtunity.

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