

# Turkey Jobs Expertini®

## Senior Account Executive

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Company: NielsenIQ

Location: İstanbul

Category: other-general

### Job Description

As a leader in marketing and sales information, NielsenIQ is one of the most trusted sources of business intelligence for the world's top brands. The work we do makes a significant difference to how businesses and brands perform in markets around the world. At NielsenIQ, we all share a commitment to our core values of integrity, responsibility, passion in how we work- with each other, our partners, and our clients. This is a great opportunity for individuals aiming at building and developing their business knowledge. In this role you will be nurturing relationships with large FMCG clients, holding the accountability for business planning and implementation.

We are looking for experienced and passionate team members to join our Account Development team in Istanbul.

### RESPONSIBILITIES

Knowledge of the FMCG and Retail industry, understanding how trade and business needs are changing

Build and maintain a close business relationship with a group of assigned FMCG clients which will involve contract negotiations with the aim of expanding cooperation to new services with account leads

Being responsible for managing relationships with assigned clients resulting in achieved revenue target and client satisfaction, increase client engagement and selling Retail

Measurement services and NielsenIQ solutions

Identifying manufacturers business needs and finding the best fitting NielsenIQ solutions – cooperation with other internal departments

Owning the business plans: financial target, proposal submission, securing revenue on hand, building pipeline and tracking the financial performance of the clients

Being responsible in financial tracking, forecasting, revenue recognition, cash collection processes together with finance team. Managing internal pre and post sales activities

Takes accountability for business planning and implementation. Tracks the financial performance of clients.

Understanding of NielsenIQ portfolio and interconnectedness of different solutions

Use NielsenIQ tools and methodologies to build answers to clients' business questions

Close cooperation with client success team for supporting the resolution and clarification of client queries, preparing recommendations and providing solutions to the client needs

## **QUALIFICATIONS**

Min. 3 years of experience in FMCG Retail and/or Trade Marketing

Has proficient knowledge of NielsenIQ data set

Fluency in English and Turkish

Excellent presentation skills

Good organizational, interpersonal and negotiation skills, ability to make consultative selling

Ability to bring added value in teamwork

Awareness of the clients' needs

Strong business acumen and financial knowledge

Excellent command of Microsoft Office applications

Curious about the data and competent to see the big picture and generate insight by incorporating multiple data resources/sets such as NielsenIQ data analysis, consumer studies, macroeconomy and FMCG environment knowledge

Eager to be a constant learner in an ever-changing FMCG environment

## **WE OFFER**

Work in an international, multicultural environment

Remote & flexible working module

Access to learning platforms, mentorship programmes, and educational support to keep developing your skills

Peer-to-peer recognition program to enable feedback sharing and reward your achievements

Life and health insurance

Additional paid days off

Monthly lunch ticket

Transportation Allowance

#LI-DAK

Additional Information

### **About NIQ**

NIQ is the world's leading consumer intelligence company, delivering the most complete understanding of consumer buying behavior and revealing new pathways to growth. In 2023, NIQ combined with GfK, bringing together the two industry leaders with unparalleled global reach. With a holistic retail read and the most comprehensive consumer insights—delivered with advanced analytics through state-of-the-art platforms—NIQ delivers the Full View™.

NIQ, is an Advent International portfolio company with operations in 100+ markets, covering more than 90% of the world's population. For more information, visit [NIQ.com](https://www.niq.com).

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### **Our commitment to Diversity, Equity, and Inclusion**

NIQ is committed to reflecting the diversity of the clients, communities, and markets we measure within our own workforce. We exist to count everyone and are on a mission to systematically embed inclusion and diversity into all aspects of our workforce, measurement, and products. We enthusiastically invite candidates who share that mission to join us.

We are proud to be an Equal Opportunity/Affirmative Action-Employer, making decisions without regard to race, color, religion, gender, gender identity or expression, sexual orientation, national origin, genetics, disability status, age, marital status, protected veteran status or any other protected class. Our global non-discrimination policy covers these protected classes in every market in which we do business worldwide.

Learn more about how we are driving diversity and inclusion in everything we do by visiting the NielsenIQ News Center:

*NIQ or any of our subsidiaries will never ask you for money at any point of the recruitment or onboarding process.*

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