

# Turkey Jobs Expertini®

## Service Sales Leader

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Company: Philips

Location: Istanbul

Category: other-general

### Job Title

Service Sales Leader

### Job Description

#### **Job title: Services Sales Leader**

Act as the main interface between Philips and customers, demonstrating your strong customer service skills to build and maintain effective relationships with customers and the Philips' team in order to drive servicebusiness growth.

#### **Your role:**

- Develops and executes a strategic and tactical sales plan to exceed financial targets that include sales of: Multivendor Agreements, Warranty Conversions, Billable Conversions, Contract Renewals, and Point of Sale (POS) interventions with account sales teams
- Sustains existing business and drive profitable new business that exceeds territory sales targets in the area of services and grows contract penetration
- Establishes a regular rapport with all stakeholders at prospective and existing customers to ensure high customer satisfaction while addressing any concerns.
- Takes on a consultant role in order to guide the customer in strategies in an objective manner, leveraging the entire Philips service offering to provide solutions.

- Working with the Service Sales & Marketing Director and commercial sales to develop overall territory service sales plan and accurately forecasting possible deals and ensuring revenue targets are met
- Ensuring solutions will align with Philips's growth targets and key metrics (financial, market share, CSG Life Cycle Sales, Price realization, Socket retention rate & Installed base development)
- Collaborating with Philips team members to develop and execute strategies across modalities and teams

A career at Philips comes with all sorts of wonderful benefits. Be sure to speak to your recruiter about benefits in your region.

### **You're the right fit if you have :**

1. 7-10+ years of industry or sales experience; Service sales experience or work experience in the Healthcare field
2. Strong executive level selling, negotiation and facilitation skills
3. Strong leadership and team building skills and ability to effectively leverage other people
4. Financial analysis skills for doing ROI, NPV, etc.
5. Fluency in English.

### **About Philips**

We are a health technology company. We built our entire company around the belief that every human matters, and we won't stop until everybody everywhere has access to the quality healthcare that we all deserve. Do the work of your life to help the lives of others.

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