

Turkey Jobs Expertini®

Service Solution and Sales Responsible

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Company: Huawei Telekomünikasyon Dış Ticaret Ltd

Location: İstanbul

Category: other-general

We are looking for a service sales responsible dedicated as end-to-end responsible for specific customer accounts service solutions and renewals.

This role;

Having responsibility of account service sales targets including order, market goals, revenue and profit.

Creating and customizing service solution in bidding project, such as statement of compliance, service solution proposal, service competence presentation etc

Identifying customer requirements, discovering pain points and developing proper service solution for ensuring successful delivery, implementation and maintenance.

As one of the owners of customer service satisfaction management, supporting organizational level customer relationship building activities.

Analyzing competitors in terms of service structure and capability. And then, developing service competitiveness strategies.

Achieving strategic thinking ability and outputting integrated service solution for satisfying customers in a sustainable partner ecosystem.

Being a good team-work player by leading and supporting team members for interdisciplinary works such as technical reviews, decision marking meetings and internal knowledge transfer activities.

Being participated in end-to-end project delivery by knowing belonging operation and processes.

Requirements

Bachelor's degree in Electrics/Electronics Engineering, Computer Engineering, Software Engineering or related fields.

Excellent verbal, written, and communication skills.

Good command of English is required.

Able to multitask and work under pressure.

Having definite level understanding and knowledge of ICT.

Having no constraints for domestic and international travels.

Military service must be completed for male candidates.

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