

# Turkey Jobs Expertini®

## Site Account Manager

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Company: Metso

Location: Ankara

Category: other-general

Join an industry leader and make a positive change in the sustainable use of the world's natural resources. Together, we will transform the business and drive the industry toward a greener future.

At Metso, you will be supported by our inclusive culture and a network of colleagues from around the world. With us, you will embark on a personal growth journey and are encouraged to realize your potential. This is your invitation to rise above the possible.

Job posting end date: 05/03/2024

### **Site Account Manager- Turkiye, Georgia and Azerbaijan**

As **Site Account Manager**, you will be responsible for generating sales activity for services within the assigned territory. You will be capable of selling Aftermarket Products & Service, **Upgrade & Modernization**, **LCS Contracts** for maintenance/plant optimization, **Consumables** and other services to **Metso** customers in the various **Mining** and Metal industries across the region

#### **Your main responsibilities to this position will be:**

Focus on monitoring and coordinating the Sales Force, according to the company's guidelines and plans.

Identify and target sales lead by Salesforce CRM.

Cultivate effective business relationships with executive decision makers with **Key & Strategic customers.**

Provide timely follow-up and feedback of all proposals, maintaining a weekly open proposal report.

Function as local customer contact for information concerning **Metso** products and services.

Coordinating flow of information between customer service and customer as needed and actively cooperate with Technical Sales Support teams.

Actively pursue development of the designated sales territory including new applications and expansion into new markets.

Commercial negotiation: define with the management and negotiate with the customer prices and payment terms, scope of supply, delivery time and contract clauses.

Prepare, review and update documentation and the like after receiving the customer's purchase order (purchase order, sales order, contract, proposals, CRM, among others).

**Build and manage a sales pipeline through prospecting efforts into geographic territory.**

**Accurately forecast sales activity and revenue achievement through proper use of sales tools**

**Provide quarterly forecasts for services as directed by the management team.**

Work directly with the tools provided, such as **Salesforce, IB, Power-~~Et~~**. – in a timely and accurate manner.

Demonstrate cooperative team effort within work group. Works effectively with other groups and departments. Demonstrate respect for others.

Willingness and ability to travel as necessary.

Carry out visits to customers reinforcing the role of the seller and Service Skills, including customer sites. To evaluate the customer needs can be necessary to climb onto structures, stairs, ladders, scaffolds at jobsites, customer facilities, and industrial plants, inspect equipment for failure and process analysis and enter equipment access points.

Position requires good customer relation skills, ability to work within a team environment,

mechanical aptitude, creativity, innovation, and ability to see the larger picture. **Practices safe HSE always** .

Possess depth of knowledge and skill required, needing little or no supervision.

Performs other miscellaneous duties and/or other special projects as required.

**To Succeed you need to have:**

Minimum **Seven (7) years** of experience at industry field sales, focusing mainly aftermarket products & service, Upgrades & Modernization in Mining & Metal Industry

Bachelor's Degree in **Engineering** discipline (Mining, Geology, Mechanical, Electrical, Process)

Experience with mining and process equipment especially in **Comminution,**

**Beneficiation, Dewatering, Pyro processing services & aftermarket** will be a plus as well the operation and maintenance knowledge at mining industry.

Demonstrated proficiency in Microsoft Office and computer literacy required.

Strong leadership and relationship building skills, a bias for action and detail-oriented behaviors are required.

Highly motivated, self-starting individual with the ability to plan, organize, work under stress, meet deadlines and work independently is required.

Demonstrated ability to work in a team atmosphere.

Capable of effectively and accurately working on several projects at one time; organizing, prioritizing tasks, and working in a fast-paced environment.

Possesses strong communication, co-operation, interpersonal and presentation skills to manage internal and external interfaces.

**We Offer:**

Friendly, respectful environment that values **high ambition putting our customer in the center** of all we do **getting it done together** and **open and honest** communication.

Challenging opportunities that contribute to the development and enhancement of **Metso's**

industry leading solutions.

Regular opportunities to work in a global community.

Pride in contributing to an industry leader providing end-to end solutions and services for the aggregates, minerals processing, and metals refining industries globally.

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