

# Turkey Jobs Expertini®

## Solution Sales Executive - Large Accounts

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Company: Vodafone

Location: Istanbul

Category: other-general

### Description

Your dream job does exist.

Discover it at Vodafone!

We are looking for a Solution Sales Executive – Large Accounts.

First things first: Our Brand.

Here are the key behaviours that help us bring our Spirit and Purpose to life:

- Earn customer loyalty: Small things do matter.
- Experiment, learn fast: Just take the chance.
- Create the future: That's possible.
- Get it done, together: It's up to each of us to make it happen.

Here, everyone can feel free to be themselves and express their ideas.

We are proud to have the most flexible #hybrid way of working in Turkey.

Together with your team, you can decide which days to come to the office depending on your work requirements.

Another favorite: Meeting-free afternoons! Every Friday, arrival of the noon means we can start to take it easy: spend time working on our personal development or catching up with our team. We call this #CumaKafası (Friday mood :)).

And yes we are Agile! The world is constantly changing. And we cannot afford not to!

Our journey began by simplifying our organizational model and transforming into a more agile structure that now we use extensively, especially in our development processes.

### **Create The Future**

Help us 'Create the Future' (one of Vodafone's key Spirit behaviours) as we support our enterprise customers from across all segments accelerate their adoption of digital solutions and

be part of Europe's leading platform for Business.

Post pandemic, spend in digital services has continued to rise as customers invest in digital to

capture productivity and growth opportunities. Through our Beyond Connectivity portfolio inclusive of cloud, security and digital solutions, Vodafone Business plays a pivotal role in helping

our customers navigate complexity and accelerate their digital journey.

This is an exciting time to be part of an organisation whose ambition is to be the connectivity and

digital champion, winning customers' trust every day.

### **Why is this role really critical to us?**

Solution Sales Executive is responsible for driving acquisition sales of products and solutions beyond-core mobility (Fixed Data Services, Managed Cloud, Security, Data Center and Unified Communications Services) on the Large Account Customers' segment. This is achieved by building both industry and customer specific business propositions that allow Vodafone to combine multiple products and services into compelling solutions, that are relevant and transformational for our customers.

### **How will you spend your time at Vodafone?**

- Adding new customers and creating new revenue via existing connectivity and solution products.
- Opportunity management and pipeline review.
- Ensure sales related revenue assurance for fixed products.
- Working with segment and technology teams to ensure seamless processes for responsible fixed products.
- Bring in segment and sales development teams' input for customer space, opportunity lists and priority focus customers.

- Following and reporting lead list generated by sales development.
- Differentiating Vodafone offerings from competitive alternatives and creating customer preference for Vodafone proposals by understanding competitor's offerings, strategies, and plans.
- Collaborate with Pre-Sales team for mapping products and revenue based on sales segments.
- Collaborate with internal resources to share information, coordinate and ensure sales teams and customer satisfaction.
- Coordinating internal departments and external parties such as partners or integrators to create solutions.
- Assisting product development by understanding customer expectations and reporting facts about customer needs.
- Coordinating sophisticated demands of customers within Vodafone units and triggering product development.

**You are just the person we've been looking for, if you have:**

- University degree with Electronic and Communications, Computer, Telecommunication, Industrial or Mathematics Engineering is preferred.
- Sales experience (minimum 3+ years)
- Technical Sales knowledge with Telecommunication Connectivity Services
- Technical Sales knowledge such as Cyber Security, Cloud and Managed Services
- Driving license
- No travel restrictions
- Experience in Fixed Telecommunication Business and Key Account sales is preferred
- Fluent English
- Good negotiation skills
- Financial awareness
- Project management and business modelling skills

Get to know us

If you want to know more about us and what we do, then visit our website:

Instagram:

Youtube:

This role has a #Hybrid working model

Wait for it: Our benefits!

We like to keep them flexible:

- Vflexy: Flexible Benefits Program
- Hybrid working kit
- Ergonomic kit allowance
- Digital meal voucher
- Flexible transportation allowance.
- Employee assistance hotline & counselling
- Comprehensive and flexible private health insurance
- Discounted price deals for wide range of products & services

Plus, plenty more to enjoy!

#LI-Hybrid

### Data Privacy

By applying for this job, you accept the Vodafone Privacy Policy. Please visit Privacy Policy web page at for further details.

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