

Turkey Jobs Expertini®

Sr. Ambassador / Ambassador

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Company: Abbott

Location: İstanbul

Category: other-general

The Opportunity

This position works at Izmir or Istanbul locations in the CoreDiagnostics Division that we're empowering smarter medical and economic decision making to help transform the way people manage their health at all stages of life. Every day, more than 10 million tests are run on Abbott's diagnostics instruments, providing lab results for millions of people.

Our diagnostics solutions are used in hospitals, laboratories and clinics around the globe. The crucial information derived from our tests, instruments and informatic systems are often the first step in patient care decision making for hundreds of health conditions from heart attacks to blood disorders to infectious diseases and cancers.

As a Senior Ambassador, you will be reporting to Customer Experience Manager and responsible for Aegean and South Marmara region.

What You'll Do

Create ongoing value that results in customer renewal, generation of additional business and establish strong brand loyalty.

Responsible to serve customers across all aspects of their business.

Support implementation transition for new start-ups, own post-sales support and drive overall system optimizations.

Responsible to own and execute account strategy to expand Abbott business and assist customers to grow their business:

Understand their future needs, identify new opportunities that offer additional value, and become a trusted advisor for improving customer satisfaction.

Responsible to track contract compliance, realize value expansion, DHS and overall sales and margin targets.

Required Qualifications

Minimum 1 year of experience in Diagnostic Industry with an emphasis on managing and expanding existing accounts, managing and improving customer relationships, improving profitability of accounts.

Ideally a proven track record in a similar position supported by management and customer references.

Effectively work in a regulated industry in healthcare, medical devices, or pharmaceuticals

Demonstrates the ability to manage several complex projects simultaneously and create innovative marketing and sales strategies.

Experience connecting and aligning with both internal and external stakeholders, including sales leadership, as well as new and existing customers.

Preferred Qualifications

Strong understanding of key stakeholders and customer dynamics.

Strong solution selling and relationship building skills.

Excellent communication skills.

Fluent in English.

Excellent analytical, strategic thinking, and problem-solving skills; strong verbal and written communication skills are required.

Must be an effective team player in a fast-paced, highly visible environment.

Strong planning and organization skills.

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