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Strategic Account Manager

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Company: AVEVA

Location: İstanbul

Category: other-general

AVEVA is a global leader in industrial software. Our cutting-edge solutions are used by thousands of enterprises to deliver the essentials of life – such as energy, infrastructure, chemicals and minerals – safely, efficiently and more sustainably. We're the first software business in the world to have our sustainability targets validated by the SBTi, and we've been recognized for the transparency and ambition of our commitment to diversity, equity, and inclusion. We've also recently been named as one of the world's most innovative companies.

If you're a curious and collaborative person who wants to make a big impact through technology, then we want to hear from you! Find out more at [Strategic Account Manager – İstanbul Türkiye](#)

Responsibilities

- Structure and build focused Account Plans.
- Work with line manager to define, launch and drive strategic and tactical initiatives.
- Develop and deliver Value-based Solution related Presentations, strong presentation skills.
- Manage all sales related activities of your Account.
- Regular and constant customer visits to develop and maintain strong customer relation.

- Frequent domestic / international Travel.

Skills & Qualifications

- BA/BS degree in Engineering or Computer Science
- Overall 7+ years' proven track record of selling into Oil & Gas , Chemical and Petrochemical Industries, out of which at least 5 years' experience must be in Turkey.
- Proven success record in sales and account management.
- Strong communication skills.
- Having strong contacts in the industry is a huge plus.
- Experience with software companies / solutions such as Engineering Solutions, Plant Information Management, Asset Performance Manage, Process Optimisation.
- Turkish and English Speaking is mandatory.

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