

# Turkey Jobs Expertini®

## Technical Account Manager - Microsoft

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Company: TD SYNEX

Location: İstanbul

Category: other-general

### Exciting Opportunity for Experienced Account Manager - Microsoft BU

Join our dynamic team as an Experienced Technical Account Manager, taking charge of our Microsoft Business Unit! If you're passionate about Microsoft Azure, Cloud and possess a knack for client relationships, technical consultation, and project management, we want you on our team.

#### About the Role:

As an Experienced Account Manager, you will be the driving force behind our Microsoft Azure products and solutions. Your role will encompass:

**Client Relationship Management** Foster and maintain robust relationships with key clients, acting as the primary technical liaison for Microsoft Azure services and solutions.

**Technical Consultation:** Provide expert guidance and support to clients on the implementation, optimization, and troubleshooting of Azure cloud solutions, ensuring their business needs are met.

**Solution Development:** Collaborate with clients to understand their technical requirements, offering tailored Azure-based solutions and strategies.

**Project Oversight** Manage the end-to-end project lifecycle, ensuring seamless integration and deployment of Azure services.

**Issue Resolution:** Proactively identify and address technical issues, working closely with internal teams and clients to deliver timely and effective solutions.

**Continuous Improvement:** Stay ahead of Azure updates and industry trends, offering insights to enhance clients' Microsoft environments.

## Key Accountabilities:

Work on key accounts of high complexity under some supervision.

Drive sales growth through effective execution of the Business Unit strategy.

Lead negotiations and win key tenders and large deals.

Foster positive relationships with vendors and stakeholders.

Collaborate with partners and vendors for mutual success.

## What We're Looking For:

Strong sense of ownership and accountability.

**Azure Expertise:** Proficient in Microsoft Azure services, including infrastructure, networking, security, and data services or AWS or Google Cloud.

**Client-Centric Approach:** Experience in client-facing roles, adept at building and nurturing client relationships.

**Problem-Solving Skills:** Ability to analyze complex technical issues and provide innovative solutions.

**Project Management:** Proven track record in managing Azure deployments or migrations.

**Communication Skills:** Excellent verbal and written communication skills.

**Technical Acumen:** Understanding of Data Center technologies.

**Languages:** Turkish (C2) English (professional)

#LI-FJ1

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## What's In It For You?

**Elective Benefits:** Our programs are tailored to your country to best accommodate your lifestyle.

**Grow Your Career:** Accelerate your path to success (and keep up with the future) with

formal programs on leadership and professional development, and many more on-demand courses.

**Elevate Your Personal Well-Being** Boost your financial, physical, and mental well-being through seminars, events, and our global Life Empowerment Assistance Program.

**Diversity, Equity & Inclusion** It's not just a phrase to us; valuing every voice is how we succeed. Join us in celebrating our global diversity through inclusive education, meaningful peer-to-peer conversations, and equitable growth and development opportunities.

**Make the Most of our Global Organization** Network with other new co-workers within your first 30 days through our onboarding program.

**Connect with Your Community** Participate in internal, peer-led inclusive communities and activities, including business resource groups, local volunteering events, and more environmental and social initiatives.

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