

Turkey Jobs Expertini®

Territory Manager - Istanbul, Asian

[Apply Now](#)

Company: Align Technology

Location: Turkey

Category: other-general

About this opportunity

As a Territory Manager you will be part of our smart, diverse, and fast-moving global team that is moving an industry forward, from analog to digital. We're doing complex work with innovative products including Invisalign clear aligners and the highly advanced iTero intraoral scanner, which give both Doctors and patients an improved experience. We have a direct business model, and you will sell our products to Orthodontists in your assigned region. With your commercial acumen and influencing skills you will help drive digital adoption in these dental practices. You will make an impact by transforming an analog process with clear aligners and innovative digital solutions that make straightening teeth easier, faster, and more accessible – helping practitioners grow their business and increase patient satisfaction. You will be rewarded with an excellent base salary, generous commission scheme, company car and great social benefits. Beyond remuneration you will have the opportunity to participate in target training and progress your career within sales or in one of the many other internal teams. In this role, you will... Manage the territory of Istanbul, Sakarya, Kocaeli where you will help to grow the business and onboard new high potential accounts Use insights and a consultative selling approach to challenge and encourage your customers to adopt new digital processes Be a business partner to your customers to modernize and grow their business including implementation of digital technology Plan and execute a Territory plan, based on understanding the potential in each account in your geography Create & execute account plans for highest potential accounts, based on deep understanding of the account's business, goals, challenges and opportunities. Utilize data/analytics to help

customer's drive decision making Orchestrate additional internal Company resources to optimize the customer experience and provide ongoing promotion of Align solutions. In this role, you'll need ... Bachelor's degree and/or equivalent experience Analytical and business planning skills as you own and plan for the activities in your territory Be proactive and find areas of improvement to help the doctor to grow his business High integrity Good collaboration skills and a desire to work in a high-performance team To be adaptable and open to new ideas and ways of doing business Relationship management skills as you will build and maintain positive connections with customers and colleagues at Align Technology B2B sales experience Industry experience selling a medical device, capital equipment, dental, orthodontic, or other relevant B2B experience preferred but not required Native Turkish Speaker Fluent English

[Apply Now](#)

Cross References and Citations:

1. Territory Manager - Istanbul, Asian [Scholarjobs Jobs Turkey Scholarjobs](#) ↗
2. Territory Manager - Istanbul, Asian [Canadianjobscentral Jobs Turkey Canadianjobscentral](#) ↗
3. Territory Manager - Istanbul, Asian [Ecologyjobs Jobs Turkey Ecologyjobs](#) ↗
4. Territory Manager - Istanbul, Asian [Canadajobscareer Jobs Turkey Canadajobscareer](#) ↗
5. Territory Manager - Istanbul, Asian [Bahrainjobs Jobs Turkey Bahrainjobs](#) ↗
6. Territory Manager - Istanbul, Asian [Accountantjobs Jobs Turkey Accountantjobs](#) ↗
7. Territory Manager - Istanbul, Asian [Ecuadorjobs Jobs Turkey Ecuadorjobs](#) ↗
8. Territory Manager - Istanbul, Asian [Aucklandjobs Jobs Turkey Aucklandjobs](#) ↗
9. Territory Manager - Istanbul, Asian [Istanbuljobs Jobs Turkey Istanbuljobs](#) ↗
10. Territory Manager - Istanbul, Asian [Sapjobs Jobs Turkey Sapjobs](#) ↗
11. Territory Manager - Istanbul, Asian [Medicalnursejobs Jobs Turkey Medicalnursejobs](#) ↗
12. Territory Manager - Istanbul, Asian [Bangladeshjobs Jobs Turkey Bangladeshjobs](#) ↗
13. Territory Manager - Istanbul, Asian [Researchjobs Jobs Turkey Researchjobs](#) ↗
14. Territory Manager - Istanbul, Asian [Psychologistjobs Jobs Turkey Psychologistjobs](#) ↗

15. Territory Manager - Istanbul, Asian TourismjobsJobs Turkey Tourismjobs ↗
16. Territory Manager - Istanbul, Asian PolicejobsJobs Turkey Policejobs ↗
17. Territory Manager - Istanbul, Asian Financialjobs Jobs Turkey Financialjobs ↗
18. Territory Manager - Istanbul, Asian FindwordpressjobsJobs Turkey Findwordpressjobs ↗
19. Territory manager - istanbul, asian Jobs Turkey ↗
20. AMP Version of Territory manager - istanbul, asian ↗
21. Territory manager - istanbul, asian Turkey Jobs ↗
22. Territory manager - istanbul, asian Jobs Turkey ↗
23. Territory manager - istanbul, asian Job Search ↗
24. Territory manager - istanbul, asian Search ↗
25. Territory manager - istanbul, asian Find Jobs ↗

Source:<https://tr.expertini.com/jobs/job/territory-manager-istanbul-asian-turkey-align-technology-ed3b360ca4/>

Generated on: 2024-04-28 by Expertini.Com