SIEMENS ACCOUNT MANAGER

For our Healthcare sector in Kartal we are looking for an Account Manager. This role will be responsible for Siemens Healthcare product and option sales, managing the customer relations within his/ her region, understanding and analyzing customer needs.

What are my responsibilities?

- Represent Siemens Healthcare successfully by establishing excellent CRM with his/her customers
- Develop and implement convenient sales approach according to the needs of the customers
- Understand and analyze the customer needs
- Lead the tender and negotiation processes
- Realize leadership and coordinate through the sales cycle
- Find appropriate financial and operational solutions
- Find appropriate technical solutions and present to customers
- Follow-up of the customers and projects under a structured visit plan
- Develop team work within the departments
- Assure maximum customer satisfaction with his/her customers

What do I need to qualify for this job?

- Bachelor's degree in Engineering or Business Administration (MBA degree will be an asset)
- Advanced level of English
- Minimum 3 years of experience in Sales and/or Marketing field, preferably in Healthcare sector
- Knowledge in Healthcare technologies
- Analytical thinking, result and quality oriented approach and good communication skills are required competencies

What else do I need to know?

- Military service should be completed for male candidates
- No restriction for travelling

SON BAŞVURU TARİHİ: 15.12.2014

Yukarıda şartlara uyum sağlayan ve başvuruda bulunmak isteyen mezunlarımız fotoğraflı özgeçmişlerini cv@ticaret.edu.tr adresine mail atarak yapabilirler.

Not: Bu ilan, sadece İstanbul Ticaret Üniversitesi öğrencilerini ve mezunlarını bilgilendirme amacı taşımaktadır.

Facebook/Ticaret Kariyer

Twitter/KariyerTicaret

Linkedin/ İstanbul Ticaret Üni Kariyer Planlama

Kariyer Planlama Merkezi Müdürlüğü

444 0 413 / 3142