SIEMENS COMMERCIAL SALES MANAGER

For our Mobility Division in Istanbul, we are looking for Sales Managers for the Mainline Rolling Stock business. This role will be responsible for all commercial activities of **High Speed & Commuter Trains and Locomotives**.

What are my responsibilities?

- Responsible for controlling procedures,financial planning reporting within stated guidelines, guide conformance to tax, risk, IFRS, Local GAAP requirements
- Preparation of offer calculation, managing the LOA processes, export control, preparation of commercial offer documentation for private and public tenders
- Preparation of legal and commercial conditions of contracts with clients and suppliers and execute contract negotiations
- Execute financial analysis, develop various financial reports; financial plans and budgets,
- Maintain conformity of the projects with commercial rules, standards and related law
- Prepare and present commercial data for commercial and financial audit purposes
- Manage L/C procedures with customers, banks and respective Siemens departments(i.e. Treasury.)
- Follow-up guarantees, bonds, accruals, accounting documents and all receivables
- Manage and report project financial results

What do I need to qualify for this job?

- Bachelor's Degree in Business Administration, Economics
- Specialization and/or additional education in Project Management, Claim&Contract Management, Foreign Trade will be an asset,
- Very good command of English. Additionally, command of German will be an asset
- Good command of SAP or Spridon
- Knowledge of international and Turkish law, accounting; IFRS, Controlling&reporting, public procurement law, foreign trade and customs regulations,
- Minimum 3 years of experience

What else do I need to know?

- Male candidates should have completed the military service requirements.
- 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.

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