SIEMENS STRATEGY & BUSINESS DEVELOPMENT SPECIALIST

For our Infrastructure and Cities Sector, Mobility Division in Istanbul, we are looking for a Strategy and Business Development Specialist. This role will be responsible for managing and coordinating Strategy Management, Business Development and Marketing activities within the growing Mobility Turkey Organization.

What are my responsibilities?

- Conduct Market and Competition analysis for Turkish Transportation Market
- Understand and analyze the market needs and trends
- Coordinate Strategy Development processes like Mission-Values-Vision, Strategic Transformation, Strategy Workshops, M&A Projects Strategy
- Coordinate the Strategic Planning Process for the whole division and its Business Units, develop and update Strategy Maps
- Select and coordinate Strategic & Focus Projects and Strategic Initiatives
- Coordinate Strategy Reviews and Business Review Meetings, prepare documentation
- Develop Marketing Strategy through Portfolio Analysis, Customer Analysis, Segmentation, Go-to-Market models
- Coordinate and Monitor Customer Relationship Management Strategies, Customer Experience Programs and related processes (NPS, Philos etc)
- Support sales via Presentation Development, Sales Trainings, preparations for customer meetings, sales meetings
- Support Account Management through Account Planning and Performance Management
- Support Division Management to develop and execute Division's Communications Strategy as an essential part of the Business Strategy both for internal and external stakeholders in coordination with the related departments

What do I need to qualify for this job?

- Bachelor's Degree in Economics, Business Administration or Industrial Engineering
- Minimum 3 years of experience in the related field
- Advanced level of English, German is a remarkable asset
- Excellent conduct of Microsoft Office software
- Intercultural experience and appropriate orientation
- Analytical thinking, result and quality orientation
- Good communication skills
- Effective presentation and moderation competence

What else do I need to know?

- Military service should be completed for male candidates
- No restrictions 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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