

Business Development / Trade Marketing / Sales Promotion in Turkey

Wanted: An experienced technology sales person to support our programmes in Turkey

About the program:

- A market leading technical client requires a vendor that can partner to implement their program in Turkey
- The program will use the resource of a specialist in the SMB reseller channel with the ability to sell directly to end clients alongside OEMs, Distributors, Resellers and MSPs

Requested promoter skills:

- Proven experience in IT sector, knowledge of collaboration solutions, preferably with technical PC and / or network experience
- Extensive commercial experience and knowledge in the distribution channel
- High level of dialogue with the leadership of companies in the distribution channel
- Communication skills for demonstrations and presentations of products, solutions and services across Turkey
- Be the point of contact and schedule meetings with distributors, resellers and end-customers
- Train distributors, resellers and end-customers and advise regarding a Turkey sales and marketing strategy
- Call Decisionmakers and send mailings to leads and follow up leads from a call centre
- Reliability and strong reporting and organisational skills
- Home based Virtual Demand Management with a Mandatory Weekly update
- Language skills: fluent in Turkish and English

Background:

- At the moment, we have business development professionals in the UK, France, Holland, Poland, Morocco, Ghana and Senegal that perform in line with or above client expectations
- You will be engaged on a quarterly basis; at the end of every quarter (and also based on the weekly calls and reports), the team decides whether or not to renew the agreement
- Good basic + KPI and KRA linked bonus

