

Regional Managers - Technology Practice

Company

For a worldwide, leading High Technology company, we are looking for several region managers, situated in different cities of Turkey.

Job Description

- Achieves regional sales operational objectives by contributing regional sales information and recommendations to strategic plans and reviews; preparing and completing action plans; implementing production, productivity, quality, and customer-service standards
- Meets regional sales financial objectives by forecasting requirements; preparing an annual budget; scheduling expenditures; analyzing variances; initiating corrective actions.
- Establishes sales objectives by creating a sales plan and quota for districts in support of national objectives.
- Maintains and expands customer base by counseling district sales representatives; building and maintaining rapport with key customers; identifying new customer opportunities.
- Accomplishes regional sales human resource objectives by recruiting, selecting, orienting, training, assigning, scheduling, coaching, counseling, and disciplining employees in assigned districts.
- Accomplishes sales and organization mission by completing related results as needed.

Personal Requirements

- Over 7 years Sales Experience in corporate business environment
- Experienced in High - Technology Practice
- Depth-Knowledge of the related region and city
- Very Fluent In English, Second Language is an asset
- BS / MS Degree of a Reputable University in a related field
- Self-Motivation for sales, Results Driven
- Excellent Negotiation Skills and strong communications skills

To apply please send your detailed CV to cv@dataexpert.com.tr via email.