



Mekatronik Mühendisleri Derneği

Kariyer Birimi

İş İlanı Kodu :MEKİŞ - 137

Genel nitelikler:

Endüstriyel otomasyon alanında faaliyet gösteren Delta Greentech firmamız için, Regional Sales Responsible / Engineer pozisyonunda değerlendirilmek üzere

Üniversitelerin Elektrik, Elektrik/Elektronik, Kontrol ve Otomasyon, Mekatronik mühendisliği bölümlerinden mezun,

- For Istanbul, Bursa, Adana, Gaziantep Locations
- ·University degree in Electrical and/or Electronics, Control or Mechatronics Engineering
- ·Minimum 6-8 years experience in industrial automation market and OEM business
- ·Technical and market knowledge of Servo Motion, CNC, LV Drives, PLC and other control product groups
- ·Very good command of English both written and spoken
- ·Strong planning, organization, analytical, management, and leadership skills
- ·Good communication skills, teamwork, highly self motivated, resolute and positive emotional skills
- ·Military service should be completed for male candidates
- ·No restriction for travelling abroad

İş Tanımı:

- ·Responsible for sales, marketing and business development activities of whole Industrial Automation Business Group products

- ·Ensure that strategies and corresponding plans are properly implemented, and create market analyses and develop market plans in line with long-term strategy
- ·Manage and develop channel partner network with project & account follow-up in coordination with related internal functions
- ·Visit customers to identify their needs and prepare proposals & follow up
- ·Follow-up financial analyses of responsible key accounts in collaboration with financial department
- ·Preparing a yearly plan for the whole area of responsibility, comprising all the resources needed for developing an effective team and area to achieve sales targets and revise this plan quarterly in line with planned and actual figures
- ·Explore further market opportunities from both existing customer and potential prospects

Pozisyon Hakkındaki Diğer Bilgiler

Şehir/Ülke: Istanbul, Bursa, Adana, Gaziantep/Türkiye

Firmanın Personel İhtiyacı: Belirtilmemiştir.

Firma Sektörü: [Satış], [Saha]

Pozisyon Tipi: Sürekli / Tam zamanlı

Aday Bilgileri

Tecrübe: [6-8] sene

Eğitim Seviyesi: Lisans – Yüksek Lisans