



Job Reference: **Sales Specialist**

Location: Home + Office

Functional Area: Sales and Marketing

Employment Type: **Part-Time**

Experience level: Junior

We provide information technologies for businesses of all sizes and industries. We focused on the IoT and M2M technologies. We develop software for smart city, smart transportation and industry 4.0 applications.

We are looking for someone as talented and ambitious as you to strengthen our team.

Job Description

Your responsibilities:

- Achieve the quarterly sales quota
- Build and manage relationships with prospects and customers
- Identify opportunities for our products generate demand in the target market segments
- Handle, nurture and assist incoming leads
- Demonstrate the features of our products before a sale on customers' sites in Turkey
- Manage your sales pipeline and record all customer/partner meetings on the CRM software
- Travel to areas where needs are projected
- Keep up to date on your target market
- Nurture relationships post sale to secure long-term business
- Help improve the sales process and sales materials
- Take part in partnership and business development activities

Requirements and Qualifications

- Bachelor of Science degree in Computer or Electronics Engineering areas
- Overcoming the challenges of being a member of a newly formed team
- No military obligation for male candidates
- Ambition to achieve sales targets
- Fluent English is a must
- Residency in Istanbul

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BEFORE YOUR JOB APPLICATION:

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Join our team!

For job application, send your CV to

career@telista.com.tr

with «*Sales Specialist*» subject.

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