

## Fire Detection Products Account Manager – Indirect Channel

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Company: Johnson Controls International

Location: Istanbul

Category: other-general

### What you will do

Johnson Controls has an exciting opportunity for Fire Detection Products Account Manager – Indirect Channel. This individual will report into the Turkey&Caspian Fire Detection Products Sales Leader, and is a key role in our organization, responsible for growing Fire Detection Products sales volume through distributor channel accounts. If you have a passion for developing and strengthening customer relationships and ensuring maximum revenues are met, then this could be THE opportunity for YOU! You will not only generate and develop new distribution channel partners, you'll also increase wallet share through fostering loyalty and customer preservation. You will represent the Turkey&Caspian Fire Detection Products business as THE subject matter expert to manage channel challenges, offer new products and solutions and improve the channel partner's customer experience, all while operating with the highest business ethics and integrity.

### How you will do it

Drive sales marketing programs to increase market share

Partner with team members to define tactical moves to drive growth and achieve annual revenue and margin targets.

Manage ongoing sales process to drive sales visibility and accountability and respond to and anticipates customer needs, including quarterly strategic account reviews.

Manages channel conflict between distribution channels where necessary.

Acts as the liaison for Johnson Controls Fire Detection Products to the channel partner regarding product support, launch of new products offerings and campaigns, and channel partners access to vendor training.

Report sales activity, new account development and searches out new channel sales partner opportunities.

Create awareness and demand for products with existing and potential customers.

Activity involved in industry associations (TÜYAK) and trade shows.

Implement strategic programs related to pricing, sales promotions, marketing programs, new product offerings, tools and applications.

Works with the Fire Detection product management organization to provide feedback on customer product requirements and feature enhancements.

Provide competitive analysis of local marketplace and obtain assistance for technical expertise, sales assistance and market development activities.

## **What we look for**

### **Required**

Bachelor's degree in Electrical and Electronics Engineering

Fluent in English

Minimum of 7 year's progressive, sales experience, preferably in the Fire Detection industry, with demonstrated track record of success.

Possesses excellent presentation skills and proficiency at making one on one and group presentations.

Able to travel a minimum of 50% throughout Turkey&Caspian region.

### **Preferred**

Technical knowledge of Fire Detection and Voice Alarm product lines helpful, but not

necessary.

*JCI is an Equal Opportunity Employer and does not discriminate on the basis of any protected categories.*

#LI-ED1

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