

## Key Account Manager Turkey - Freelancer (m/f/d)

**We are looking for an experienced sales person passionate about IT, working from home office in Istanbul area (Turkey). As a self-motivated team player with the ability to take initiative, you will be working in cooperation with our team based in Germany, to develop the Turkish market. With a strong technical sales background, you will support our customers with technical and commercial advice to assist the local market.**

### What we offer:

- Self-responsible work on a B2B contract (freelancer)
- Interesting and versatile field of work
- Fixed monthly service provider fee plus individual bonus agreements
- Initial & regular trainings at Synology GmbH Düsseldorf (Germany)

### Your professional and personal requirements:

- Home based in Istanbul area (Turkey)
- Strong knowledge of networking/ servers/ storage
- Customer and target focus combined with a passion for IT products
- University degree in economics or computer science or comparable background
- Relevant professional experience in the field of sales as well as in the development and management of a SIVAR partner network (distributor management excluded)
- Experience in project business management
- Native language skills in Turkish & strong communication skills in English
- Strong presentation, communication and networking skills
- Self-responsibility and a strong strategic mindset
- Driving license and own car to conduct customer visits in different cities in Turkey
- Passport and valid Visa for Germany/Schengen or valid documents to apply for visa to conduct business trips to Düsseldorf

### Your area of responsibility includes:

- On-site support of project business development and SIVAR partner channel management
- Cooperation on strategic sales activities with German office & channel partners
- Assist, prepare and conduct trainings for business partners and consult our customers on product capabilities and solutions
- Plan and attend events
- Permanent competitor and market monitoring
- Development of approaches to drive local sales especially project business

As the market leader in the field of NAS servers, routers and video surveillance, Synology GmbH has been inspiring millions of customers worldwide with innovative and versatile IT solutions since 2011.

We live the passion for IT and a hands-on mentality. By taking care of markets in Central and Eastern Europe, we combine 14 nationalities in a international and dynamic team in the Düsseldorf subsidiary – become part of it and apply today!

[Apply Now](#)

### Contact

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We kindly ask you to include the following information in your application:

- Earliest starting date
- Expectation on monthly gross service provider fee in US\$
- Expectation on yearly gross service provider fee divided in Fix and Yearly Bonus in US\$

