

Compass Danışmanlık ve Mühendislik Ticaret A.Ş., based in Istanbul, provides technology solutions in food industry with its well-known International business partners.

We supply Food Sectors in Industrial, Retail and HoReCa with process, packaging and line end automation solutions.

We are currently looking for high motivated new team members to our fast growing organization.

Sales Manager (m/f)

Profiles

- Technical education or commercial education of industrial machines
- Experienced in a technical project-based working environment for minimum 10 years
- Customer oriented mind set and business sense
- Strong ability in selling skills, commercial attitude and negotiating experience
- Good problem solving, communication and coordination skills
- Fluent English and/or German both in oral and writing
- Result and service-oriented individual who possesses initiative
- Well-organized and detail oriented
- Proactive team player with the ability to work independently and timeliness in challenging projects
- Eager to continue learning new technologies
- Confident appearance with good presentation skills
- Business skills of Microsoft products (Excel, Power Point, Word)
- Self-motivating, analytical thinker and excellent team player
- Have driving license (class B) and currently active as a driver
- High willingness to travel, no restriction for travel in and out of country

Tasks

- Present and sell of all assigned products and services to current customers, as well to new potential customers, face to face
- Take care of all order and shipping processes in collaboration with our logistics team (Order Management)
- Take care of incoming payments in collaboration with our financial team (Risk Management)
- Submit weekly report, monthly report, sales planning, visit report and other necessary documents to the sales management (Time Management)
- Research and develop strategies for the particular sectors, in collaboration with the sales management
- Create and implement sales strategies corresponding to the objectives
- Conduct market and potential customers research by various ways
- Visit trade shows in assigned areas

Location

- Istanbul - Izmir
- If those conditions apply to you, please send your CV in English/German to aylin.acar@compass-tr.com