

Turkey Jobs Expertini®

Account Executive, EDT Istanbul

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Company: Essity

Location: İstanbul

Category: other-general

Account Executive, EDT Istanbul

With the global leading Tork® brand, Professional Hygiene is one of three business units within Essity. Focused on tissue, towels, napkins, wipers and skincare products, dispensing systems and solutions used in commercial settings, the business unit brings customers expertise in hygiene, functional design and sustainability.

Tork is a committed partner in more than 110 countries, driving innovation for more than half a century. Sustainable development and digitalization are at the heart of our strategy, which is why we have also developed two innovative and pioneering services: a hand towel recycling service that helps limit the carbon footprint of customers, Tork PaperCircle® and a data-driven cleaning service, Tork Vision Cleaning®. Thanks to its expertise in hygiene and its functional range, Tork has become a leader in the professional hygiene market.

For our Business Unit Professional Hygiene we are currently looking for an ambitious Account Executives for our fast-growing Tork business in Turkey. The location will be in İstanbul.

What You Will Do

Gains, develops, maintains and manages profitable accounts within the responsibility area.
(can incl. distributors as well as new end customers)

Builds and maintains strong customer relationship securing customer satisfaction and following the overall BU customer strategy

Manages the business in area of responsibility by implementing sales plans, customer mix and volume mix to optimize profitability and fulfil targets

Drives local implementation of marketing strategies

Builds and maintains strong relationship and collaboration with sales and related functions (e.g. Marketing)

Achieving sales targets in the responsible region

Who You Are

University degree

2-3 years of related sales experience (preferably in the BtB sector)

Strong sales and communication skills

Understanding needs of customer

Dynamic and result oriented

No restriction for traveling on frequently basis

Active driver

What We Can Offer You

At Essity, we believe everyone's learning and professional development is unique and want to empower employees to reach their full potential in a winning culture motivated by a powerful purpose.

Collaborative and Inclusive Culture | Empowering & Engaged Leaders | Working with Powerful Purpose & Sustainable Impact | Learning and Growing in your Career | Supporting Well-being & Sustainable Working Life | Life-changing Innovations | Competitive Total rewards

Together, we are improving lives, every day.

Working at Essity is not just a career; it is a chance to directly make the world a healthier, more hygienic and safer place. With impactful innovations coupled with sustainable solutions, we strive to reach more people every year with the necessary and essential solutions for well-being.

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