

Turkey Jobs Expertini®

Account Manager

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Company: International Flavors & Fragrances

Location: İstanbul

Category: other-general

Role Overview

It's an exciting time to be part of IFF, we are looking for an **Account Manager** based in **Gaziantep / Turkey (Remote Role)**.

Are you passionate about building relationships and programs that help drive growth for industry leading customers? Would you love to work for a company that is transforming the everyday? If the answer is yes, this may be your next career step!

As an Account Manager, you will have the opportunity to contribute to the continued growth of IFF by driving revenue, generating projects, and serving as a trusted business partner to our local customers. The individual we are seeking will develop, implement & execute Sales plans with customers in order to grow profitable sales and support overall business objectives of the corporation.

As an Account Manager, you'll spend your time....

Be the Subject Matter Expert (SME) of local customers within the area. Understand customer strategy, organization, and products.

Deeply understand and leverage internationally IFF's organization, capabilities, proprietary technologies, resources, product and service offerings.

Position IFF as a strategic trusted partner by co-creating winning value propositions that satisfy customer needs.

Be the face of IFF – act as primary contact for customers in the region. Develop deep

customer relationships at all levels, through intensive networking and providing best in class customer experience.

Work with cross functional and cultural teams through complex, technically challenging projects.

Identify/create new business opportunities for IFF in the area, develop and execute plans to generate project pipeline and new sales.

Job Requirements

Required Skills

Bachelor's degree in Food Engineering, with 3-5 years of successful sales experience in a food/ingredient & flavor / related industries preferred.

Excellent interpersonal, communication and problem solving skills with the ability to lead and coordinate activities with internal support team and customers.

Knowledgeable of industry trends, companies, technology, and displays passion for food industry.

Confident, dynamic and enthusiastic professional with ability to generate trust by delivering on commitments.

At IFF, we believe that your uniqueness unleashes our potential. We value the diverse mosaic of the ethnicity, national origin, race, age, sex or veteran status. We strive for inclusive workplace that allows each of our colleagues to bring their authentic self to work regardless of their religion, gender identity & expression, sexual orientation, or disability.

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