

Account Manager Standard Surfactants and Fatty Alcohols

[Apply Now](#)

Company: BASF Tuerk Kimya Sanayi ve Ticaret Ltd. Sti.

Location: İstanbul

Category: other-general

Title: Account Manager Standard Surfactants and Fatty Alcohols

LocationAtaşehir

QUALIFICATIONS

University Bachelor's degree in Chemistry or Chemical Engineering

Minimum 3 years of experience in sales of commodity products, preferably in Personal and Home care area preferably in Surfactant/Fatty Alcohol business

Full professional proficiency in English and Turkish are a must, Arabic is an asset

Highly developed negotiation and persuasion skills

Hunter mindset, Self-motivating, Good team player, Analytical thinking

No restrictions for travelling within region of responsibility and to the head office in Germany when requested

JOB DESCRIPTION

Manage defined EMO customer portfolio and distribution channel in Turkey with potential to expand to Middle East

Optimize volume, profit and market results in close alignment with internal team (mainly product management). Provide all relevant market feedback, to enable adjustment of marketing strategy

Understand and closely follow up the raw material developments and internal and external market dynamics

Deeply defend existing business, identify and develop new business opportunities and replacement business, work on new prospective projects, focusing on existing or new customers with future potential (account planning, share of wallet)

Prepare yearly volume plan, keep information systems updated. (Full usage of applicable digital tools, to ensure all necessary input)

Cooperate with Planning and Value Chain Management to maximise the plant utilisation and optimise stock levels

[Apply Now](#)

Cross References and Citations:

1. [Account Manager Standard Surfactants and Fatty Alcohols Videographerjobs Jobs İstanbul Videographerjobs ↗](#)
2. [Account Manager Standard Surfactants and Fatty Alcohols Warsawjobs Jobs İstanbul Warsawjobs ↗](#)
3. [Account Manager Standard Surfactants and Fatty Alcohols Nightshiftjobs Jobs İstanbul Nightshiftjobs ↗](#)
4. [Account Manager Standard Surfactants and Fatty Alcohols Finddriverjobs Jobs İstanbul Finddriverjobs ↗](#)
5. [Account Manager Standard Surfactants and Fatty Alcohols Seekingjobs Jobs İstanbul Seekingjobs ↗](#)
6. [Account Manager Standard Surfactants and Fatty Alcohols Directorjobs Jobs İstanbul Directorjobs ↗](#)
7. [Account Manager Standard Surfactants and Fatty Alcohols Pinkcollarjobs Jobs İstanbul Pinkcollarjobs ↗](#)
8. [Account Manager Standard Surfactants and Fatty Alcohols Thejobsearch Jobs İstanbul Thejobsearch ↗](#)

9. Account Manager Standard Surfactants and Fatty Alcohols Mediajobs Jobs İstanbul
Mediajobs ↗
10. Account Manager Standard Surfactants and Fatty Alcohols Airconditioningjobs Jobs
İstanbul Airconditioningjobs ↗
11. Account Manager Standard Surfactants and Fatty Alcohols GhanajobsJobs İstanbul
Ghanajobs ↗
12. Account Manager Standard Surfactants and Fatty Alcohols Usajobscareer Jobs
İstanbul Usajobscareer ↗
13. Account Manager Standard Surfactants and Fatty Alcohols Finddriverjobs Jobs
İstanbul Finddriverjobs ↗
14. Account Manager Standard Surfactants and Fatty Alcohols Irelandjobs Jobs İstanbul
Irelandjobs ↗
15. Account Manager Standard Surfactants and Fatty Alcohols Denmarkjobs Jobs
İstanbul Denmarkjobs ↗
16. Account Manager Standard Surfactants and Fatty Alcohols Videographerjobs Jobs
İstanbul Videographerjobs ↗
17. Account Manager Standard Surfactants and Fatty Alcohols Clerkjobs Jobs İstanbul
Clerkjobs ↗
18. Account Manager Standard Surfactants and Fatty Alcohols AustinjobsJobs İstanbul
Austinjobs ↗
19. Account manager standard surfactants and fatty alcohols Jobs İstanbul ↗
20. AMP Version of Account manager standard surfactants and fatty alcohols ↗
21. Account manager standard surfactants and fatty alcohols İstanbul Jobs ↗
22. Account manager standard surfactants and fatty alcohols Jobs İstanbul ↗
23. Account manager standard surfactants and fatty alcohols Job Search ↗
24. Account manager standard surfactants and fatty alcohols Search ↗
25. Account manager standard surfactants and fatty alcohols Find Jobs ↗

Source: <https://tr.expertini.com/jobs/job/account-manager-standard-surfactants-and-fatty-alc-istanbul-basf-tuerk-kimya-san-a9148c67b8/>

