

Turkey Jobs Expertini®

Area Sales Manager - Building Materials

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Company: Michael Page

Location: İstanbul

Category: other-general

Based in Istanbul and reporting to the Turkey Sales Director; ideal candidate will be responsible to manage sales process in assigned Marmara region to deliver on yearly sales targets.

Main responsibilities:

Promote our brands and solutions towards customers

Building sustainable customer relationship thru managing all phases of the sales process starting from demand creation up to cash collection

Develop and maintain network inside the company (technical support, solution sales, engineering services and supply chain)

Following up residential and commercial construction projects from specification until generating revenue. Identify right decision makers and influence them accordingly.

Making periodical visits and presentations to the specifiers, architect offices, construction sites and fabricators

Collect information from the market concerning trends, competition and market needs to give marketing and product development vision

Reporting events and market intel via Salesforce.

Array

Knowledge / Experience

5 years of strong and proven sales experience within the building or construction business, preferably within the aluminium industry

Experience in developing network, managing key accounts and in negotiating complex large value contracts

Good understanding of the local market and trends, broad network / relation with the target client

Technical understanding of aluminium systems is an asset

Good command of English

Bachelor's degree in preferably engineering or business.

Skills / Competencies

General knowledge of building construction, building dynamics

Excellent written, verbal and interpersonal communication skills with an emphasis on customer service and negotiation skills

Solid relationship building through networking and nurturing

High ethical standards

Excellent organization skills, proactivity, dynamism and flexibility are key to succeed in this position

Effective at MS Office applications

Active B class driver

Our client is a world-leading aluminium extrusion business counting around 100 production sites in 40 countries and employing 20,000 people.

Great career opportunities.

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