

Turkey Jobs Expertini®

Associate Junior Area Sales Manager Croatia, Bulgaria & Turkey (off + online business)

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Company: OMRON

Location: İstanbul

Category: other-general

Permanent

Junior Area Sales

We are hiring an Associate Area Sales Manager Croatia, Bulgaria & Turkey (online business) that will be based in the Istanbul

About the

In this role, you will be part of a commercial team. You will be in charge of strengthening the business growth by building strong relationships with our business partners and working closely with the Marketing team in analyzing and measuring market share and business development against key metrics of marketing & sales

Your key

Responsible for Croatia & Bulgaria

You will support the Area Sales Manager in Turkey with the offline business, and you will drive the Turkey Online

Establish good relationships with business partners and

Execute field visits to analyze performance evaluation, opportunities & threats and reporting necessary

Coordinate annual trade plans, promotions, and marketing

Tracking and improving market share, penetration, distribution performance, and must stock list executions of product groups in mainly Pharmacy

Involving regular sales evaluation & planning meetings with

Assist BP marketing team with the creation of POS materials, targeting, and execution control of trade marketing

Take an active role in events such as pharmacy exhibitions, medical congresses, To be succeed in the role, you will

Bachelor's degree in business administration, engineering, or related departments of prominent 3+ years of sales experience in preferably FMCG or Healthcare Trade marketing experience in a multinational company is a Pharmacy channel knowledge is a Online sales experience is a Having a multi-disciplinary perspective, self-motivated, and has a high level of Have a driving Fluent in

What can OMRON offer

International, inclusive, and flexible working Opportunities to join trainings & courses for your personal and professional Competitive primary & secondary employment benefits Hybrid working and budget to help set up your home office

A resume is required – this resume should be in

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