

Business Development Manager - Antalya

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Company: Michael Page

Location: Antalya

Category: other-general

Conduct research to identify new markets and customer needs.

Develop a growth strategy focused both on financial gain and customer satisfaction.

Think strategically, seeing the bigger picture and setting aims and objectives to develop and improve the business.

Keep up with the marketing trend and develop marketing strategies to support the business expansion.

Build long-term relationships with new and existing customers.

Promote the company's services addressing or predicting clients' objectives.

Arrange business meetings with customer.

Prepare technical-commercial proposals, present and negotiate.

Array

Academic degree (preferably Food industries, Biology, Chemistry, Biochemistry, Biotechnology, Veterinary sciences, Agricultural or animal production)

Market knowledge, professional experience in the areas of activity of the ALS Food (is a plus, previous experience in sales in food laboratory more than 2 years)

Proven working experience as a business development, sales executive or a relevant role (mandatory requirement)

Demonstrate strong decision-making skills

Proficiency in English

High-level communication and negotiation skills

Ability to build rapport.

Time management and planning skills

Merkezi Brisbane, Avustralya'da bulunan ve 65 ülkede 370'den fazla tesiste test, inceleme, belgelendirme ve doğrulama hizmetleri sunan global ölçekte bir şirkettir.

A good career opportunity in a certification (veritas) company.

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