

Commercial Growth Director (Hybrid)

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Company: Yemeksepeti

Location: İstanbul

Category: other-general

Job Description

We are currently looking for a Commercial Growth Director for Yemeksepeti.

This role will be reporting to the Chief Sales Officer within the Sales Department.

The Commercial Growth Director is a strategic role responsible for spearheading the commercial growth initiatives within Yemeksepeti. This position entails a deep understanding of revenue management, budget planning, and data analytics to support informed business decisions. The ideal candidate will manage and optimize commercial tools like Salesforce and B2B Portals, ensuring they align with our business objectives and contribute to our continuous growth.

Revenue Management: You enjoy develop and implement strategies to maximize revenue streams, closely monitoring market trends and competitor activity to identify opportunities for growth.

Budget Planning: You oversee the budgeting process, ensuring alignment with the company's strategic goals and collaborate with various departments to forecast expenses and revenues and adjust plans as necessary to meet financial targets.

Data Analytics: You utilize advanced data analytics to generate insights that inform business strategies and lead the analysis of sales data, market trends and consumer behavior to identify growth opportunities.

Commercial Reporting: You prepare and present detailed commercial reports to the

executive team, providing actionable insights to support strategic decision-making.

Product Management: You manage commercial tools and platforms such as Salesforce and Vendor Portal, ensuring they are optimized to meet the needs of the sales team and contribute to overall efficiency and effectiveness.

Team Leadership: You lead and mentor a team of commercial professionals, fostering a culture of innovation, collaboration and accountability.

Stakeholder Management: You work closely with internal and external stakeholders to ensure commercial strategies are aligned with overall business objectives and customer needs.

Innovation: You stay abreast of industry trends and technological advancements, incorporating innovative practices and tools to enhance commercial operations.

Qualifications

Proven experience as commercial director or other relevant role

You have at least 10 years of work experience in Revenue Management, Budget Planning, Data Analytics, Commercial reporting and Product Management

Experience in food delivery, commercial mindset, strong analytical skills with a data-driven approach to decision-making is a strong plus

Strong analytical skills, with a data-driven approach to decision-making.

Extensive experience with CRM and data analytics tools, particularly Salesforce.

Exceptional leadership skills, with the ability to inspire and motivate a team.

Excellent communication and interpersonal skills, capable of engaging effectively with a variety of stakeholders.

Fluent in English, both written and spoken.

Proven experience in sales and/or marketing and managing relationships with key clients

In-depth understanding of market research methods and analysis

Solid knowledge of performance reporting and financial/budgeting processes

Commercial awareness partnered with a strategic mindset

Excellent organizational and leadership skills

Outstanding communication and interpersonal abilities

BSc/BA in business administration, finance or relevant field; MSc/MA is a plus

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