

## Country Sales Manager

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Company: Michael Page

Location: İstanbul

Category: other-general

The core responsibilities of the Country Manager will be full P&L responsibility, to oversee day-to-day operations, personnel, sales, budgets and overall operations of the local business unit;

Support the Regional Manager in formulating market strategy and tactics for a rapid growth phase;

Prepare annual budgets and business plans according to the corporate guidelines and deadline;

Lead the progress with current key account projects and ensure the pipeline of new business is secured;

Prepare regular sales and market reports for upper management, perform R&O analysis on regular basis;

Ensure the legal and administrative environment of the company is compliant;

Increase the sales productivity in the field with relevant policies and processes;

Achieve company sales targets and optimise expenses in accordance with the budget and business plan;

Ensure geographic coverage of the market, channel partners and project distributors to cover the territory;

Drive the business transformation in the company in line with corporate strategy;

Help our personnel develop and ensure a positive career path in the company;

Oversee the recruitment and training of new employees;

Communication, coordination and translation of local product needs towards HQ;

Study and plan entry to new industrial areas.

## Array

Proven experience in a Manager role incl. P&L responsibilities or similar executive role;

Minimum 10 years of work experience with at least 5 years working in Turkey;

Priority to candidates with experience in the field of industrial supply chain or industrial project sales;

Fluent in English, other languages will be considered as assets;

Knowledge of business process and relevant functions; finance, HR, operations etc;

Experience in planning and budgeting, excellent analysing skills;

Experience and skills of SAP considered as advantage.

The client is a manufacturing company of products mainly to automotive industry. The factories and headquarter are located in Europe with sales subsidiaries across the globe.

The company provide a wide range of unique solutions to various industries and is considered as a world leader in its niche segments.

A lucrative platform will be provided for the Country Sales Manager to develop the company further in a very interesting business environment. You will be joining a rapidly growing global organisation and be part of a unique company culture in a family-owned business. A competitive compensation package will be offered to the right candidate including base salary, bonus program, allowances etc.

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