

# Turkey Jobs Expertini®

## Export Sales Engineer

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Company: Stow

Location: Başiskele

Category: other-general

### Job Description

Key account management of distributors in his/her responsible region and performance management of their sales in line with Stow Group strategy and targets

Periodic meetings with distributors sales responsables to go over sales figures and potential projects

Order/Lead management of all direct customer requests coming from his/her responsible region, through directing them either to distributors or relevant teams if its a key customer of Stow

Pricing of projects in case of special discount needed and submitting it to distributor upon getting necessary approvals

Technical support through Project engineers if requested by the distributor

Material/Cost Optimization of projects over Stow Groups Calculator tool whenever possible

Periodic controls of special prices applied to distributors according to the agreement terms and facilitate on-time revisions if needed

Potential analysis of his/responsible region for new distributors and suggest for new distributorship agreements with detailed background assessment

Following up existing distributorship contracts and renewal of contracts prior to termination if to be continued with the same distributor

Support the distributors with all product marketing materials and documentation for helping them promoting Stow in their respective countries

Reporting to sales director for all commercial activities of distributors on a periodic basis

### **Qualifications**

Engineering graduate (Mechanical, Industrial, Construction, Materials and/or Metallurgy), MBA is a plus

Advanced level of English (both speaking and writing)

At least 2 years in direct export sales and/or export dealer management (experience in industrial products/services storage solutions is plus)

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