

EXPORT SALES EXECUTIVE / MANAGER

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Company: Michael Page

Location: İstanbul

Category: other-general

Managing all export sales activities of organization;

Developing and executing effective sales strategies to achieve export sales targets;

Building and maintaining strong relationships with key customers;

Creating a customer portfolio in mainly Africa, Middle East and America regions, and creating new markets from scratch;

Conducting market research to identify potential international markets and assess market demand;

Following up the orders, stock status, dispatching and payments of all the customers, monitoring and organizing the sales process by working in coordination with planning, production and logistic departments;

Following current developments and progresses closely and attending oversea exhibitions;

Following all export market rules and regulations;

Providing adequate, and efficient reporting on meetings and sales figures.

Array

Having a bachelor's degree; Having minimum 4-5 years export sales experience in especially powdered food sector; Strong communication and negotiation skills; Being result-

oriented and team worker; Fluent in English, second language is a plus; No restrictions for travel.

Our client is one of the leading companies in powdered food industry.

Great career opportunity in a leading company in powdered food industry.

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