

# Turkey Jobs Expertini®

## Field Sales Engineer

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Company: Alfa Laval

Location: İstanbul

Category: other-general

Responsible for concluding direct sales of Alfa Laval products and services within a defined area of responsibility covers food & beverage industry for heat transfer equipments and systems . Working with the support of the line manager or another experienced field sales person.

Main responsibilities ;

1. Follow established sales processes and guidelines to promote and sell Alfa Laval Product and services;
2. Be active in the market and focus on making visits, meetings and interactions with already existing customers, focusing on customer needs understanding and highlighting the value of our products and services
3. Develop value quotes reflecting the customer needs stressing the unique selling points and follow up;
4. Use the CRM tool and other tools in a consistent and qualitative way, to support the sales process and take decisions

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