

# Turkey Jobs Expertini®

## FIELD SALES REPRESENTATIVE

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Company: ADM

Location: İstanbul

Category: other-general

### Job Description

At ADM, we unlock the power of nature to provide access to nutrition worldwide. With industry-advancing innovations, a complete portfolio of ingredients and solutions to meet any taste, and a commitment to sustainability, we give customers an edge in solving the nutritional challenges of today and tomorrow. We're a global leader in human and animal nutrition and the world's premier agricultural origination and processing company. Our breadth, depth, insights, facilities and logistical expertise give us unparalleled capabilities to meet needs for food, beverages, health and wellness, and more. From the seed of the idea to the outcome of the solution, we enrich the quality of life the world over.

We are looking for a highly motivated and results-driver **Salesperson** to join our dynamic team located in **Istanbul** in the fast-paced world of commodity trading within the agricultural industry.

### Your Responsibilities:

Identify and target potential clients in the commodity trading/agricultural industry.

Develop and nurture relationships with new and existing clients to promote our products and services.

Proactively seek out new sales opportunities and achieve sales targets.

Negotiate favorable terms and conditions with clients, ensuring win-win outcomes.

Monitor contract performance, resolve any issues, and maintain strong customer satisfaction.

Stay up-to-date with market trends, industry news, and competitor activities.

Conduct thorough market research to identify potential business opportunities and develop strategies to capitalize on them.

Coordinate with logistics teams to ensure timely and efficient delivery of products to clients.

Monitor and analyze inventory movements and make recommendations to ensure optimal stock levels.

### **Your Profile:**

Bachelor's degree in Business, Agriculture, or related field preferred.

Preferably, proven experience in sales and business development within the commodity trading/agricultural industry.

Preferably, knowledge of commodity markets, pricing mechanisms, and industry regulations.

Strong negotiation, communication, and interpersonal skills.

Analytical and problem-solving abilities.

Ability to work independently, prioritize tasks, and meet deadlines.

Willingness to travel as required.

Join our team and be part of a dynamic and growing organization that offers exciting opportunities for career advancement and personal growth in the commodity trading/agricultural industry. Apply now to contribute your sales expertise and help drive our success in this ever-evolving sector.

Learn more about ADM at

**#IncludingYou**

Diversity, equity, inclusion and belonging are cornerstones of ADM's efforts to continue innovating, driving growth, and delivering outstanding performance. We are committed to

attracting and retaining a diverse workforce and create welcoming, truly inclusive work environments — environments that enable every ADM colleague to feel comfortable on the job, make meaningful contributions to our success, and grow their career. We respect and value the unique backgrounds and experiences that each person can bring to ADM because we know that diversity of perspectives makes us better, together.

For more information regarding our efforts to advance Diversity, Equity, Inclusion & Belonging, please visit our website here:

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