

Turkey Jobs Expertini®

Field Sales Researcher

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Company: Uplift People Consulting

Location: İstanbul

Category: other-general

Our client is a leading company in last-mile logistics, focusing on boosting productivity for businesses nationwide. With a large fleet, advanced technology, and substantial investments, they aim to revolutionize the sector and become a household name in transportation.

We are looking for a **Field Sales Researcher** for their growing team in Türkiye.

Requirements

Job Responsibilities

Reach out to the target number of clients in the assigned sectors daily

Detail out the company's offerings to the clients and understand their requirements

Identify new requirements to be converted into products depending on client feedback

Make prospecting lists using industry understanding and online sources

Actively track conversion to make sales process improvements

Make cold calls and follow-up calls to leads/prospects to assist in the conversion

Build short-term relationships with prospects to improve chances of setting up meetings

Highlight any trends and concerns to senior management

Perform market studies for new zones depending on business potential and other parameters

Candidate Requirements

English and local language proficiency (Turkish)

Positive and professional demeanor - A Go-getter attitude essential

Strong persuasive skills using the information at hand and logical arguments

Strong negotiating skills

Ability to seal the deal

Strong network in logistics/related industries preferred

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