

# Turkey Jobs Expertini®

## Gastronometro Business Development Manager

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Company: METRO/MAKRO

Location: Bağcılar

Category: other-general

### Company Description

METRO is a global retail company which operates in 34 countries with 678 stores serving more than 16 million customers with its employees. With its 33 years presence in our country, METRO Türkiye is operating in 21 cities, with 37 stores and employees.

METRO Türkiye is proud to be an equal opportunity employer. We are committed to equal employment opportunity and equal pay regardless of race, colour, religion, sex, national origin, sexual orientation, disability, or gender identity.

We are looking for a Franchise Accounting Executive to be a part of our team in the Accounting & Finance Department.

### Job Description

Organize and execute sector-specific training programs and events aimed at supporting the success and development needs of suppliers, customers, and food & beverage professionals.

Conduct annual budget planning, identify needs, and approve invoices.

Foster motivation among Metro Turkey employees by providing necessary sectoral experience and enhancing productivity and innovation potential while executing the company's business strategy.

Provide developmental contributions to the sectoral ecosystem and execute national and international project plans.

Prepare and monitor the agenda of the Gastronometro Steering board.

Determine annual event plans and participation dimensions.

Set annual targets for customer demos.

Coordinate monthly plans to ensure operational flow.

Review monthly activity reports.

Identify participants and Key Performance Indicators (KPIs) for Scrum working groups.

Enhancing, documenting, and standardizing processes, procedures, and regulations across regions and fields.

Cultivating and sustaining strong client relationships to facilitate ongoing communication and achieve business goals.

Driving our digital marketing initiatives forward, encompassing content marketing, SEO strategies, and social media engagement.

Taking ownership of budget preparation and overseeing the management of all offline and online marketing endeavors.

### **Qualifications**

University degree in related field

Minimum 8-10 years of related experience,

Proficient in report writing and MS Office programs,

Experienced in the HORECA sector (Hotel/Restaurant/Café)

Excellent communication and team working skills,

Strong analytical and problem solving skills, ability to handle multiple tasks in a deadline oriented environment,

Reliable, open-minded and flexible, eager to learn,

Fluency in written and spoken English.

Excitement for engaging with diverse internal and external collaborators, adept communication

abilities, flexibility in embracing innovations and shifts in the workplace atmosphere.

Proficiency in navigating the international business landscape.

Thorough grasp of business fundamentals and terminology, encompassing financial expertise and grasp of profitability dynamics.

### **Additional Information**

Head Office Working Model is Hybrid in Metro, We're working remotely on Mondays and Fridays. You can work from anywhere on these days!

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### **Cross References and Citations:**

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