

# Turkey Jobs Expertini®

## Project Sales Executive - Aquapanel

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Company: Knauf

Location: Yenimahalle

Category: other-general

### PROJECT SALES EXECUTIVE - AQUAPANEL

**Knauf stands for opportunity**We know that opportunity looks different to each person, and we are proud that we see opportunity in everyone. This exciting role within the Aquapanel Sales Team could be the perfect next opportunity for you to build a unique career, in a values-led culture with a clear purpose of making tomorrow a home for all of us.

We are a global manufacturer of construction materials and within our Group **41,500 team members** in **90 countries** across **300 sites** provide a huge opportunity for anyone with ambition and energy. We value everyone's contribution equally and we ask that you bring your whole self to work, to enrich the business further, as together we achieve more in a safe and inclusive environment.

Knauf Turkey is proud to be part of the Knauf Group. We have a 91-year heritage in gypsum, plasterboard manufacturing and have big plans for the future. Our global reach in 90 countries continues to grow and we are looking for passionate, ambitious people to help us achieve our goals. We are all led by the same core values and believe in the powerful potential of large companies to have a positive impact on the world. We are now looking for another team mate to join us as **Project Sales Executive - Aquapanel**.

#### Can you say 'yes'?

Do you treat your colleagues with respect?

Do you always have the customer in mind?

Do you act with future generations in mind?

Do you like to seek out opportunities to grow and develop?

Do you have a proven track record of delivering results?

## **PROJECT SALES EXECUTIVE**

### **What you'll be doing:**

Providing technical expertise and advising to new and existing customer bases in order to develop a close long-term relationship that ensures they continue/increase levels of business with Knauf Exterior Wall Systems,

Identifying and making contact with potential customers engaged on target construction projects to secure specifications and contracts,

Producing designs, specifications and details for architects, designers and contractors to ensure that KNAUF Exterior Wall Systems are specified,

Providing solutions to design problems to the customer base that fully comply with accepted standards and industry codes of practice,

Providing representation and advice to professional bodies to further enhance Knauf's profile and influence industry issues to Knauf's benefit,

Researching markets for ancillary products and making recommendations to support/complete the Knauf Exterior Wall System,

Providing market knowledge to loyal customers in order to increase their business and, thus, enhancing business.

### **What we'd love for you to have:**

We are interested in you as a person: your attitude, behaviors and values. As long as you have the willingness to learn anything you need for the role that you don't already have, we'd love to speak to you. If you have experience in the following areas – this is an added advantage:

Technical education with construction related degree; ideally as Civil Engineer or Architect,

Minimum 3 years working experiences and in-depth knowledge of the construction industry and in sales and specification business,

Business recognition / Market awareness,

Fluency in English (verbal and writing),

Communicative and relationship-building person,

Willing to travel,

Residency in Ankara.

### **What happens next?**

We appreciate that your time is precious and applying for a new job can be a lengthy process - so we have committed to replying to your application within 5 working days.

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