

# Turkey Jobs Expertini®

## Regional Head of Service (with MD responsibility)

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Company: Page Executive

Location: İstanbul

Category: other-general

One of the leading premium manufacturing solutions providers

Strategic role with strong hands-on responsibility

### About Our Client

As one of the pioneering equipment manufacturers in the world, our client has been operating in the market for more than 50 years, offering high standard solutions in product safety and quality in food industry while reducing the loss and environmental impacts at the production phase.

### Job Description

Position holder will have two key responsibilities. As the legal representative, s/he will be the Managing Director of Turkish entity and leading regional service sales and delivery business in Middle East and Africa with significant growth potential in a highly profitable market.

Reporting to: EMEA Service Business Director

Regional coverage: Türkiye, Middle East & Africa

Revenue: 3 Million Euro

Team: 10 people

Professional will be accountable for:

Defining, implementing, and following-up strategies and activities to ensure service sales and delivery

Securing the fulfilment of profitable growth and other financial targets in accordance with set short- and long-term goals

Having full business planning, budgeting and P/L responsibility

Taking an active part in leading the service sales and delivery operations to key and new accounts in the region via aiming to maximising potential

Developing the organisational capabilities to provide competitive advantage and continuously increase customer satisfaction

Coaching, developing and motivating the staff to reach the highest performance standards

### **The Successful Applicant**

Bachelor degree from reputable universities, master degree is a plus

Minimum 10 to 15 years of experience gained in a leading service sales driven organisation in an international company with Business Unit Management, Head of Service Sales and/or Country Manager/Managing Director background coupled with full P/L responsibility is a must

Proven track record in direct B2B technical service sales and delivery strategy design, development and execution with having helicopter view ability to switch from the big picture (strategy) to details (operations) when needed is a must

Experience in selling service solutions to the food industry and developing/growing service/solution partner channel is a plus

Strong communication/negotiation and customer orientation skills, able to manage wide and diverse customer segmentation, able to understand and shape customer needs via efficiently activating resources, building deep relationships and creating different value proposition models with an entrepreneurial and proactive approach

Being a great team player, having collaborative leadership style and great people management skills; able to inspire & influence & mobilise the organisation, develop and

retain talents

Fluency in Turkish and English is a must

### **What's on Offer**

Türkiye, Middle East & Africa operations are at a stage where new incumbent can really develop and leave her/his footprints with full autonomy and empowerment

Opportunity to gain experience in a multi-cultural environment which encourages taking initiative

Being part of a regional and global executive network within the group of companies

Contributing to a set of solution portfolio to create a more sustainable future, offering better food security and improved nutrition, both for the present and future generations

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

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