

Turkey Jobs Expertini®

Sales Director (Home appliances)

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Company: Alarabia Group

Location: İstanbul

Category: other-general

The group includes many activities and retail exhibitions for customers.

A trading company that distributes products to exclusive agencies (local and international).

Manufactory for the production of electrical and home appliances in Egypt.

E-commerce company.

A service company in the field of after sales service.

The Role

Job Description

Looking for a high-performing Sector Sales Manager in the field of home appliances sector to help us meet our customer acquisition and revenue growth targets by keeping our company competitive and innovative. You will be responsible for maximizing our sales team potential, crafting sales plans and justifying those to plans to the upper management.

Responsibilities:

Achieve growth and hit sales targets by successfully managing the sales team

Design and implement a strategic business plan that expands the company's customer base and ensure its strong presence

Build and promote strong, long-lasting customer relationships by partnering with them and understanding their needs

Present sales, revenue, and expenses reports and realistic forecasts to the management team

Identify emerging markets and market shifts while being fully aware of new products and competition status

Ideal Profile

You have at least 1 year experience within a Inside Sales / Sales Development Representative or Retail Sales role, ideally within the Retail and Electronics industry.

You have a proven track record of meeting/exceeding your targets.

You possess excellent interpersonal as well as written and verbal communication skills.

You are service-oriented with excellent interpersonal skills.

You are highly goal driven and work well in fast paced environments

You are a strong mentor and coach who builds high performing teams

You possess strong analytical skills and are comfortable dealing with numerical data

You are willing to undertake 30-60% travel.

What's on Offer?

Work alongside & learn from best in class talent

Join a market leader within Retail

Leadership Role

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