

Turkey Jobs Expertini®

Sales Manager Contract Logistics

[Apply Now](#)

Company: DP World Australia

Location: Istanbul

Category: other-general

About the role

How you will contribute

Generates effective leads and opportunities from the territory plan; qualifies and quantifies potential growth opportunities; maintains an up-to-date pipeline of current and future opportunities, quantifying number of opportunities, value of the opportunity and managing the probability to win.

Identifies and develops relationships with key decision makers at all levels within an account.

Understands the customer's business (strategically, operationally, financially), customer's buying process and identify all influences, ultimately understanding their requirements.

Own the commercial relationship and contract negotiations with customer for all new business wins.

Leverages company resources (solution experts, industry experts, operations, executive support) to assist in developing accounts.

Manage existing contacts to international Industrial customers – consequently scheduling regular visits to customers.

Partners with colleagues in other regions on broader opportunities for select customers.

Representation of the company industrial vertical in front of international customer as well as in conferences and panels.

What you will bring

Bachelor's or master's degree in Business or Supply Chain or a related field; 10+ years of experience in Business Development and industry experience in supply chain or logistics; a proven track record of generating profitable revenue growth and retaining existing customers; obtained formal sales trainings or demonstrate experience in sales training tactics and processes.

Excellent verbal, written and visual/presentation communication skills.

Self-motivated team player.

Enthusiastic personality and a high level of energy.

The ability and flexibility to travel within Europe and Romania.

[Apply Now](#)

Cross References and Citations:

1. [Sales Manager Contract Logistics Searchamericanjobs Jobs Istanbul](#)

[Searchamericanjobs ↗](#)

2. [Sales Manager Contract Logistics Madinahjobs Jobs Istanbul Madinahjobs ↗](#)

3. [Sales Manager Contract Logistics Muscatjobs Jobs Istanbul Muscatjobs ↗](#)

4. [Sales Manager Contract Logistics Thehiredjobs Jobs Istanbul Thehiredjobs ↗](#)

5. [Sales Manager Contract Logistics Automationjobs Jobs Istanbul Automationjobs ↗](#)

6. [Sales Manager Contract Logistics Newyorkjobs Jobs Istanbul Newyorkjobs ↗](#)

7. [Sales Manager Contract Logistics Anyeventhire Jobs Istanbul Anyeventhire ↗](#)

8. [Sales Manager Contract Logistics Reactjobsnearme Jobs Istanbul Reactjobsnearme ↗](#)

9. [Sales Manager Contract Logistics Findfulltimejobs Jobs Istanbul Findfulltimejobs ↗](#)

10. [Sales Manager Contract Logistics Belgiumjobs Jobs Istanbul Belgiumjobs ↗](#)

11. [Sales Manager Contract Logistics Surgeonjobs Jobs Istanbul Surgeonjobs ↗](#)

12. [Sales Manager Contract Logistics Universityjobsnearme Jobs Istanbul Universityjobsnearme ↗](#)

13. **Sales Manager Contract Logistics Thechatgptjobs Jobs Istanbul Thechatgptjobs ↗**
14. **Sales Manager Contract Logistics Searcheruropeanjobs Jobs Istanbul Searcheruropeanjobs ↗**
15. **Sales Manager Contract Logistics Gigajob Jobs Istanbul Gigajob ↗**
16. **Sales Manager Contract Logistics Physicsjobs Jobs Istanbul Physicsjobs ↗**
17. **Sales Manager Contract Logistics TollywoodjobsJobs Istanbul Tollywoodjobs↗**
18. **Sales Manager Contract Logistics Warehousejobsnearme Jobs Istanbul Warehousejobsnearme ↗**
19. **Sales manager contract logistics Jobs Istanbul ↗**
20. **AMP Version of Sales manager contract logistics ↗**
21. **Sales manager contract logistics Istanbul Jobs ↗**
22. **Sales manager contract logistics JobsIstanbul ↗**
23. **Sales manager contract logistics Job Search ↗**
24. **Sales manager contract logistics Search ↗**
25. **Sales manager contract logistics Find Jobs ↗**

Source:<https://tr.expertini.com/jobs/job/sales-manager-contract-logistics-istanbul-dp-world-australia-ae1cf182a3/>

Generated on: 2024-05-03 by Expertini.Com