

# Turkey Jobs Expertini®

## Sales Manager Contract Logistics

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Company: DP World Australia

Location: Turkey

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.

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