

## SALES MANAGER-Industrial Automation Systems

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Company: Michael Page

Location: İstanbul

Category: other-general

Execute the Business Sales strategy for Turkey

Generating demand in the market that creates growth in line with the Group strategy by ensuring business development and sales activities and by driving marketing and sales in the domestic market

Orders booking/Sales/Margin, aligned with budget assigned

Ensuring achievement of established targets, through oversight and definition of improvement actions as needed

Manage relationships with key buyers, identifying opportunities for new orders

Analysing data and creating reports to identify areas of business growth

Proactively penetrate the market to generate new business opportunities.

Accurately communicate customer needs within the company. Coordinate sales activities with other departments within the company

Defines customer needs and analyzing information

Identifying sales leads, qualifying, pursuing and capturing them

Developing new business opportunities with both new and existing customers

Acquiring sales and market information on issues such as competition, prices, projects status in order to create successful sales strategies & tactics to achieve business objectives

Gather information on prices and market expectations

Review RFQs and clarify customer requirements

Prepare and check proposals

Present formal and persuasive proposals

Negotiate confidentiality agreements, payment terms and terms of sale in coordination with the legal function

Preparation and presentation of technical and commercial presentations

Co-ordination and technical support to agents and distributors in the territory

Monitoring sales trends in the area

Continuous updating of CRM and forecast lists

Report on activity, proposal status and forecasts

Participate in trade fairs as assigned

Monitor local regulations with reference to relevant industry sectors

Travel approximately 60-80% of the time to visit potential customers, existing customers, trade fairs and industry functions.

Array

7-8 years' commercial leadership experience with direct management of large sales and marketing teams preferably in system business and knowledge in product business with 4/5 years of commercial background in the Plastic industry

Entrepreneurial attitude, excellent communication skills and senior executive presence.

Self-driven with networking, collaboration, and intercultural skills

Good leadership and people development skills, relevant and successful change management experience

Wide ranging commercial and contractual experience including end to-end bid Management

Performance & result oriented

Proactive and Flexible

Rigorous and organized

Customer focus

Mastery of CRM & Office package Master's Degree in Engineering

Good knowledge of the English language (written, read, spoken), fluency in Turkish is mandatory SAP (optional).

Our client is one of the global leaders in the development and production of industrial automation systems for storage, conveying and processing of plastic and food. For their future development plans we are looking for a Sales Manager.

Working in a global leader manufacturer company.

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