

Turkey Jobs Expertini®

Sales Senior Executive- Istanbul office

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Company: Bunge

Location: İstanbul

Category: other-general

Location : Istanbul

City : Istanbul

State : İstanbul (TR-34)

Country : Türkiye (TR)

Requisition Number : 33463

Are you willing to consolidate your career and make a difference in a global vital business? Become part of our team and help build an organization that is working on the latest trends in Agri and Food Solutions - you probably have heard about our local brands of oil, such as Salat and Komili?

We are growing and looking for a passionate, bold, and driven Sales Senior Executive based in Istanbul! Are you the one?

What you will be doing in this role:

You will be responsible for developing marketing and sales strategies for the key accounts and countries assigned in the region such as Turkey and Central Asia.

Sells full product range from Bunge Food Solution Asian and Europe by establishing contact and developing relationships with prospects

Responsible to deliver result, meet business plan and optimize margin for Bunge Food Solution Europe and Asia.

Responsible to manage credit and contract risk for the assigned countries, accounts and

product lines.

Lead and develop new distribution channel in the assigned market for all Bunge product range.

Interact cross-department with logistics, innovation, technical teams in order to develop and implement commercial strategies and direction, product improvements to remain current on industry trends, market activities, and competitors' activity.

Design and apply mid and long-term business growth plan for the country assigned.

Maintains relationships with existing clients by providing support and guidance; researching and recommending new opportunities, profit and service improvements.

Prepares business intelligence for the territories assigned reports by collecting, analyzing, and summarizing information.

Establishes 24 months rolling forecasting and developing annual sales plan for the assigned countries, accounts and product lines.

Responsible to work with Asia Sales operation team lead to implement systematic operation workflow, controls, policies with local team in Turkey.

Travel occasionally to other Bunge sites either domestic or international, for different events or coordination with local teams (at least every 2 months).

What do we expect from our future colleague

University degree in business or another related field;

3-5 years of experience preferably in international sales, oil & speciality fats;

Proficient English & Turkish are a must, Russian skills are an advantage;

Skilled in decision-making & negotiation, with strong business acumen and understanding of market dynamics;

Experience with CRM software like Salesforce and SAP;

Ability to understand and adapt to the local culture and business environment for the region assigned;

Excellent partnership with other departments;

Driven and ambition person with a proactive attitude.

What can you expect from Bunge

A competitive salary and great benefits package (company car, medical health insurance, life insurance, company pension plan, etc.);

Work within an experienced team, with international exposure to other specialists in the same field and opportunity to advance in a newly established team

The right tools for the right job;

The freedom to supply with your own input in order to improve our processes.

We are Bunge

Bunge is a global agribusiness with one mission – we connect farmers to consumers to deliver essential food, feed and fuel to the world. We have unmatched global scale and deeply rooted relationships which allow us to bring innovative ingredients and knowledge to some of the world's biggest brands – many of which are likely in your home right now. We know that to achieve our mission and deliver the best results to our customers, each other and the world we need to work together – so we hire talented people who are passionate, bold and driven to work as One Bunge. This dedication is deeply embedded in our culture and reflected in the way we work.

Every day our people exemplify these values, which represent Bunge at its core:

Act as One Team

by fostering inclusion,
collaboration and respect

Drive for Excellence

by being agile
innovative and efficient

Do What's Right

by acting safely, ethically
and sustainably

If this sounds like you, join us! We value and invest in people who believe in our purpose and are excited to live it every day – people who are #ProudtoBeBunge.

Bunge is an Equal Opportunity Employer. All qualified applicants will receive consideration for employment without regard to race, color, religion, sex, sexual orientation, gender identity, gender expression, transgender status, national origin, citizenship, age, disability or military or veteran status, or any other legally protected status.

#LI-AA1

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