

Sales Specialist, Istanbul HUB

Apply Now

Company: Fater Spa

Location: Istanbul

Category: other-general

Descrizione azienda

Fater is an Italian company, a joint venture between Procter & Gamble and Angelini Industries. In Italy it has been expanding the market of personal hygiene products since the late '60s and it now produces and sells brand products such as **Pampers**, **LINES**, **LINES Specialist** and **Tampax**.

Since 2013 it has manufactured and distributed the brand products **ACE** and **Neoblanc** in 38 countries in Western Europe, the Central and Eastern European markets; Fater is a dynamic company that invests in innovation around 4% of its annual turnover. Consumer and market knowledge shared competencies and search for efficiency are the drivers of growth in the long run. Our headquarters are in Pescara. Our production plants are in Pescara and Campochiaro in Italy, in Porto, Portugal, and in Gebze, Turkey.

Posizione

We are looking for a talented **Sales Specialist (Distributor Operations)** to join our Sales team in our Commercial HUB located in Istanbul.

Key responsibilities for the role include:

Actively participate in the management of C&C customers (Metro & BTT). By Distributor, by Channel Sell-Out Analysis, Promotion Budget Calculation, Activity Tracking, Budget Reconciliation for each channel and distributor, Folder/Insert tracking, JBP - Scorecard Tracking, Account Specific Concept-Sell Presentation

Work closely with Distributor Sales Force (Account Representatives) and Merchandising

Teams. Coordinates and follow-up; Tracking of KPIs, Targets, Incentive programs, and Customer Activities. Publish monthly Newsletters to the field, answer all questions from the teams

Regular Store visits in Traditional Trade channels, Competitive activity tracking, Folder/Insert Tracking, Merchandising Incentive results tracking and checking, In-Store POSM tracking, and consolidating all needs from the sales force.

Pre-post activity Analysis, tracking of NAA codes and SAP reconciliations, Distributor Inventory Tracking, Consolidating Volume Forecast and filling S&OP files, Budget Tracking and analysis. Supporting all Initiatives and Road Show Presentations.

Requisiti

Key qualifications:

You have a Bachelor's degree in Economics, Business Administration, or a related field, with an excellent academic track record.

You have at least 3 years of experience in Sales or a similar client-facing role, preferably in FMCG.

You have excellent communication and interpersonal skills to effectively interact with clients and internal teams.

You have strong analytical skills with good working skills in MS Office Applications (Excel and PowerPoint)

You are a Team player, eager to learn, and result-oriented

Excellent negotiation and conflict resolution skills.

You are Fluent in English (both written and spoken) and Turkish is your mother tongue

Altre informazioni

To apply for this opportunity please send your CV in English.

[Apply Now](#)

Cross References and Citations:

1. Sales Specialist, Istanbul HUBIndonesiajobs Jobs Istanbul Indonesiajobs ↗
2. Sales Specialist, Istanbul HUBDublinjobsJobs Istanbul Dublinjobs↗
3. Sales Specialist, Istanbul HUBLondonjobscentralJobs Istanbul Londonjobscentral↗
4. Sales Specialist, Istanbul HUBEmailjobs Jobs Istanbul Emailjobs ↗
5. Sales Specialist, Istanbul HUBMaintenancejobsJobs Istanbul Maintenancejobs↗
6. Sales Specialist, Istanbul HUBSchooljobsnearme Jobs Istanbul Schooljobsnearme ↗
7. Sales Specialist, Istanbul HUBChemistryjobs Jobs Istanbul Chemistryjobs ↗
8. Sales Specialist, Istanbul HUBJeddahjobs Jobs Istanbul Jeddahjobs ↗
9. Sales Specialist, Istanbul HUBPetsjobsJobs Istanbul Petsjobs↗
10. Sales Specialist, Istanbul HUB Seojobs Jobs Istanbul Seojobs ↗
11. Sales Specialist, Istanbul HUB Presidentjobs Jobs Istanbul Presidentjobs ↗
12. Sales Specialist, Istanbul HUB CraftsjobsJobs Istanbul Craftsjobs ↗
13. Sales Specialist, Istanbul HUB Francejobs Jobs Istanbul Francejobs ↗
14. Sales Specialist, Istanbul HUB Indiajobscentral Jobs Istanbul Indiajobscentral ↗
15. Sales Specialist, Istanbul HUB GardeningjobsJobs Istanbul Gardeningjobs↗
16. Sales Specialist, Istanbul HUB Teacherjobsnearme Jobs Istanbul Teacherjobsnearme
17. Sales Specialist, Istanbul HUB AfricajobscentralJobs Istanbul Africajobscentral↗
18. Sales Specialist, Istanbul HUB CounselorjobsJobs Istanbul Counselorjobs↗
19. Sales specialist, istanbul hub Jobs Istanbul ↗
20. AMP Version of Sales specialist, istanbul hub ↗
21. Sales specialist, istanbul hub Istanbul Jobs ↗
22. Sales specialist, istanbul hub Jobs Istanbul ↗
23. Sales specialist, istanbul hub Job Search ↗
24. Sales specialist, istanbul hub Search ↗
25. Sales specialist, istanbul hub Find Jobs ↗

Source<https://tr.expertini.com/jobs/job/sales-specialist-istanbul-hub-istanbul-fater-spa-d413dc1d9c/>

