

Turkey Jobs Expertini®

Sales Specialist

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Company: Informa PLC

Location: Şişli

Category: other-general

Job Description

Core duties and responsibilities include the following. Other duties may be assigned.

Opening and servicing new accounts.

Soliciting business from potential clients through phone calls and emails.

Travelling to client appointments, Tarsus Turkey events, industry events.

Developing, implementing and selling sponsorship customised to clients/market.

Maintaining constant contact with existing clients as well as new clients to learn and develop knowledge of their company/products as well as industry news.

Managing and maintaining client interaction through CRM.

Qualifications

Incumbent must have a university degree and/or least three years equivalent work experience.

Excellent command of both written and spoken English.

Advance knowledge of MS Office applications.

Experience with CRM preferred.

Critical and analytical thinking skills.

A positive attitude and the ability to multi task.

Strong communication skills (verbal and written) and interpersonal skills.

Detail - oriented and work effectively under pressure while meeting all applicable deadlines.

Additional Information

We work hard to make sure Life at Informa is rewarding, supportive and enjoyable for everyone. Here's some of what you can expect when you join us. But don't just take our word for it – see what our colleagues have to say at

We're not solely focused on a checklist of skills. We champion energy and ambition and look for colleagues who will roll their sleeves up, join in and help make things happen. If it sounds like a match and you have most – although not all – of the skills and experience listed, we welcome your application.

At Informa, you'll find inclusive experiences and environments where all perspectives and backgrounds are welcomed. As part of this approach and our diversity and inclusion commitments, we are also formally an Equal Opportunities Employer. This means we base decisions on relevant qualifications and merit and do not discriminate on the basis of key characteristics and statuses, including all of those protected by law. Ask us or see our website for full information.

See how Informa handles your personal data when you apply for a job .

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