

# Turkey Jobs Expertini®

## Sales Supervisor

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Company: Crown Worldwide Group

Location: Turkey

Category: other-general

**Crown Worldwide Group** is a privately owned, global logistics company founded in 1965 and headquartered in Hong Kong. We are an extraordinary and purposeful business committed to making it simpler to live, work and do business anywhere in the world, delivered through our broad portfolio of complementary brands. Together these enable us to; relocate people's lives and possessions, help companies move teams to new locations near and far and help them manage their workspaces. We also transport, store and install precious art collections and keep company data and records safe, yet accessible.

We oversee a wide-ranging CSR program which supports local and global charities, actively champions employee wellbeing and continually seeks to reduce our environmental footprint.

We are also proud of our diverse and inclusive culture. This provides all our employees with a sense of belonging which allows them to reach their full potential

For more information, please visit: <https://www.crownworldwide.com>.

Crown Workspace has an opening for a:

## Sales Supervisor

Location: Istanbul

We are looking for a skilled salesperson to actively explore the market, identify potential clients, work with the current accounts and create new business opportunities for the new Work Space -operation unit that we are introducing to the services in Turkey. A salesperson who will build relationships with prospects, negotiate deals, and ultimately drive revenue and growth for the new unit. Attraction of new clients, convert leads into customers, and ensure repeat business by maintaining strong client relationships for this new services.

Our future colleague will handle increased sales volume, manage client inquiries, and adapt to changing market dynamics.

### **Principle Objectives:**

The role of the Sales Supervisor has a focus on winning new business. It reflects the importance of delivering on our sales strategy and revenue targets for the Sales division. As our customers take on innovative technologies and buying habits, it is essential that Crown provide focus on this area of the business.

The main objective of the role is to drive the profitable growth of the Business Segment by delivering swift response times, innovative and effective customer service solutions and an enhanced customer experience. They will prepare and deliver sales presentations to new and existing customers. Preparing regular sales reports, researching competitors' services and pricing success to determine customer preferences and help the sales manager develop a strategy to that combats the challenges in the market.

They will be responsible for their own workload and that of the team, assessing the team's progress against targets set and adjusting the efforts as required to meet goals. They will provide training and guidance to junior team members.

### **Tasks and Responsibilities:**

Account Management; Increases sales within existing accounts, focuses on customer service, develops relationships with key decision makers, understands and responds to customer needs, monitors account activity.

Problem Solving/Analysis; Breaks down problems into smaller components, understands underlying issues, can simplify and process complex issues, understands the difference between critical details and information that is less important. Can identify & diagnose key issues, seek relevant information, draw accurate conclusions/ inferences in order to find appropriate solutions. Overcome obstacles through systematic analysis.

Sales Skills: Develops new business, identifies, and sells to customer needs, translates product features into customer benefits, has good listening skills, is sensitive to customers, delivers effective presentations, negotiates well, uses closing skills appropriately, develops sales skills.

Quality & Process Improvement: Is attentive to detail and accuracy, is committed to excellence, is continuously looking for ways to improve, monitors quality levels, finds root

causes of quality problems, takes responsibility for and deals with quality issues. Strives for high quality performance in self and in the team; delivers timely and accurate results; resilient when responding to situations that are not going well. Is attentive to detail and accuracy, is committed to excellence, is continuously looking for ways to improve, monitors quality levels, finds root causes of quality problems.

Team Leadership: Anticipates and resolves conflicts, turns team diversity into an advantage, uses unique team talents, defines processes and goals, works toward consensus. Takes care of team's needs & concerns very well, shares wins and success such that each team member feels valuable and appreciated; guides teams to establish and achieve goals. Listens to team members and values opinions, helps team leader to meet goals, welcomes newcomers, and promotes team spirit. Delegate the tasks effectively. Gives constructive feedback for the growth & development of the team.

### **Professional Skills & Qualifications**

Experience from international assignments; relocation/mobility industry will be an asset;

At least 2-3 years' experience in selling services with a successful track record;

Required fluency in English

Strong communication and presentation skills;

Exceptional interpersonal skills and the ability to quickly build collaborative relationships with multiple and diverse stakeholders;

Cultural sensitivity and awareness;

Ability to set priorities, manage your time and workload and dependably meet strict deadlines;

Well-developed administration and organisation skills with strong attention to detail;

Solution oriented approach to problem solving and decision making.

### **What we offer**

Private Health Insurance Cover

Food allowance Card ( Ticket, Multinet, Sodexo vb.)

Commission or Bonus allowance

Travel allowance

Hybrid working

**Company**

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