

Senior Account Manager Turkiye, Perfumery & Beauty

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Company: Firmenich

Location: Turkey

Category: other-general

Location: Istanbul, Turkiye

Job ModelHybrid

Join our team and drive business growth in the region! Achieve sales targets, optimize customer coverage, and build strong partnerships with local accounts. Contribute to future strategies and stay ahead of the competition by monitoring market trends and identifying new opportunities.

At dsm-firmenich, being a force for good is not optional. Diversity, Equity & Inclusion is a shared responsibility woven into our daily work to not only benefit our People, Customers & Communities but also drive business value. Equal access to opportunities is a given, belonging is a shared feeling, authenticity is celebrated.

Your key responsibilities

Identifying business growth opportunities

Managing direct business with large accounts in the region; achieves the sales related financial targets for the affiliate/area; translates/implements the zone sales strategy into the specific market/area sales plan

Developing strategies to increase company sales

Developing an in-depth knowledge of company offerings, pricing, and policies, and improving existing sales proposals

Providing insight into product development and competitive positioning

Conducting research on market trends, demographics, pricing and competitor products

Analyzing of the research result

Developing and implementing distribution channels

We bring

A collaborative and high-performance work environment where teams work together to bring progress to life and create a better future

The opportunity to work for a company where sustainability is much more than a claim and is core to our strategy and purpose

To be part of a company shaping a strong legacy through breakthrough innovations and technologies

A flexible work environment that empowers people to take accountability for their work and own the outcome

A culture that prioritizes safety and well-being, both physically and mentally

A space to grow by encouraging and supporting curiosity and an open mindset

You Bring

Bachelor's degree or equivalent (Business Management or Administration, Chemistry, Finance, Marketing or related field)

Minimum 10 years of Sales in Perfumery industry experience or related fields in international environment

Proven experience in Sales and Distribution business

Strategic thinking and commercial acumen

Good team player, that can work well in collaborative environment, with passion for the fragrance industry

Effective communication skills and able to develop strong relationship

Excellent analytical, problem-solving and project management skills

Ability to develop strategic plans, define, prioritize and implement action plans to achieve targets and objectives.

Fluent in English.

The application process

Interested in this position? Please apply online by uploading your resume in English via our career portal.

#ext

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