

Technical Sales Manager - Microbial Protection (Türkiye)

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Company: Ashland

Location: Istanbul

Category: other-general

Ashland Specialty Chemicals Commerce Ltd

Technical Sales Manager - Microbial Protection (Türkiye)

Are you the kind of person that is always thinking, sketching, seeking, and adjusting? Who needs to understand how things work and then figure out how they can work better? Are you a passionate, tenacious, solver who loves to work with others who share your drive? Are you positive, constructive, and ingenious?

Are you always solving?

Then we'd like to meet you and bet you'd like to meet us.

Ashland has an exciting opportunity for a Technical Sales Manager Microbial Protection to join our Ashland Specialty Chemicals Commerce Ltd team. This is a very visible, significant role within the Company and the Commercial function. This position will report to Global Sales Director, Microbial Protection.

The responsibilities of the position include, but are not limited to, the following:

Generating sustainable and profitable growth for the Microbial Protection Business within the Business Unit Personal Care

Presenting, promoting and selling products to existing and new customers within a

defined territory as well as managing our distribution partner.

Monitoring and reporting on progress of commercial projects.

Identifying new business opportunities (including new markets, growth areas, trends, customers, partnerships, products, and services - or new ways of reaching existing markets)

Developing strong partnerships with prospective customers, existing clients, market influencers, and other relevant partners to generate new leads and brand recognition within the respective region.

Sustain and grow the customer base.

Maintain an expert knowledge (market & products), of health and beauty trends especially in the field of cosmetic preservatives as well as a finger on the pulse of new innovations within the category.

Collaborate and connect with all applicable Ashland departments to ensure transparency and alignment.

Introducing new products, services and ingredients.

Strategic support and guidance of distribution partners e.g., technical support, pricing, joint customer visits, trainings and workshops

In order to be qualified for this role, ~~you must possess~~ the following:

A minimum of a bachelor's degree preferred in chemical engineering/science or equivalent.

3-5 years of proven working experience as a sales manager, business development manager, or a relevant role **in the cosmetic industry**

Driving license.

Willingness to travel (approx. 50%).

The following skill sets ~~preferred~~ by the business unit

Working experience in the field of ~~cosmetic~~ preservatives

Know how in research, microbiology or product development.

Strong presentation and communication skills.

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