

Turkey Jobs Expertini®

Territory Manager, Turkey

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Company: CooperCompanies

Location: Istanbul

Category: other-general

A brighter future awaits you

We create brighter futures – for our customers and for people like you who want to join our team, make a difference and go further.

As a Territory Sales Manager you'll be part of a growing global business with a presence in over 40 countries. Which means you'll have brighter opportunities to make a positive impact on our business and your career. This could include involvement in cutting edge new product development and international collaborations.

For a big company, we feel small. You'll join a friendly team that's open, flexible and respectful of each other's differences.

We live by 4 values which define our unique culture; we are dedicated, we are inventive, we are friendly, we are partners. To help us achieve our goals, we'll give you everything you need to help you achieve yours. We are brighter together, we're the type of place where you can be yourself, whoever you are - we'll achieve amazing things.

If you share our vision of helping our customers see more clearly every day, get in touch.

Work Environment

Home based field role with strong preference for living on the designated territory.

Extensive domestic travel required

Education

Degree preferred

To seek out new business opportunities within the designated geographical area to ensure

maximum face to face coverage and meet specific sales targets

Provide excellent and continuous service to Ophthalmologists

Introduce products on behalf on the Company to maximize the opportunities within the optician retail categories

Deliver training programmes to retail staff as agreed to improve knowledge of CV products and placement

Organise and execute clinical trainings for Ophthalmologists in liaison with Professional Services Manager to improve clinical knowledge about the product portfolio

To service the customer base of the company and liaise with TR Customer Service to ensure service levels are both maintained and acceptable to the account

To represent the Company at Ophthalmology seminars, exhibitions and meetings as required to enhance the customer experience when interacting with CV team members

To attend all sales meetings to ensure understanding of Company direction, action plans and required performance in different areas of work.

Represent the Company at evening/weekend exhibitions and seminars

Any other related duties connected with the Company's business

Holds/entitled Medical Sales Representative Licence by MoH.

Demonstrable experience in defining and achieving bottom line results

Ability to manage a large geographical sales area

Steady under pressure

Excellent inter-personal skills

Excellent presentation skills

This position requires, at least 3 years or more previous experience in Medical Device sales& field promotion, preferably in Ophthalmology field.

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