

Territory Sales Engineer - West Marmara

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Company: Michael Page

Location: İstanbul

Category: other-general

Coordinating existing sales activities for the customer portfolio within West Marmara region.

Developing business opportunities to increase sales across responsible area for the Adhesive Technologies General Manufacturing business unit.

Preparing and implementing action plan to develop sales, profit and gain market share.

Developing and managing projects to fulfil the technical needs of the customers.

Providing technical information to the customers concerning General Industrial Adhesives.

Managing distributors and improving technical knowledge of the distributor staff.

Conducting market analysis.

Supporting roll-out activities of selected technologies.

Array

University degree in Industrial Engineering, Mechanical Engineering, Metallurgy, Chemical Engineering or related departments

2-3 years of sales experience in industrial sales (B2B)

Good command of computer knowledge and MS Office applications

Excellent oral and written communication skills in English with the ability to interact effectively with all levels of Management

Strong communication and interpersonal skills with aptitude in building relationships with professionals of all organisational levels

Preferably **living in Istanbul European Side or Tekirdag region**

Valid driving license and flexible for travelling

The company operates worldwide with leading innovations, brands and technologies in two business areas: Adhesive Technologies and Consumer Brands in both industrial and consumer businesses.

Headquartered in Dusseldorf / Germany.

Very good career opportunity.

To be part of a global company.

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