

Turkey Jobs Expertini®

Territory Sales Representative

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Company: Corteva Agriscience

Location: Adana

Category: other-general

Description

GROWING WHAT MATTERS STARTS WITH YOU

Corteva Agriscience™, the world's first dedicated agriculture start-up, serves to enrich the lives of those who produce and those who consume, ensuring progress for generations to come. Our employees fulfill this purpose everyday by building/participating in an inclusive culture where we encourage each other to stay curious, think differently, act boldly and do what's right for our customers, our co-workers, our partners and our planet. With over 20,000 team members from 130 countries, innovating in 140 world class R&D facilities, we have the resources, leadership heritage and partner ecosystem to make a meaningful impact now and into the future.

#GrowWhatMatters

Corteva Agriscience™ has an exciting opportunity for a Territory Sales Representative in Central Anatolian Region, Türkiye. The Territory Sales Representative is primarily responsible for managing sales with an assigned portfolio of direct and indirect dealers and driving the demand creation effort in the area for a range of crops. The position will be promoting, selling and supporting of crop protection products through the value chain and selected distribution partners.

The successful candidate must follow internal procedures, especially those related to the company's core values: high ethical standards, respectful people treatment, safety and environmental protection

Your Challenge:

Manage sales activities for a selected portfolio of dealer: forecast demand, reach sales targets, supply and timely collect receivables

Contribute in achieving the financial and strategic objectives for the designated territory by reaching sales objectives and efficiently communicating with the area sales manager to identify new revenue opportunities through the value chain

Create demand and promote offering by providing technical support to customers in the value chain (Growers, influencer and dealer) and by conducting regular field visits, seminars and field demos aligned with the regional marketing plan.

Manage and expand the relationship with growers, influencers (e.g. beneficial and seedling companies, exporters, food chain companies) indirect and direct dealers.

Support and manage customers with technical complaints

Conduct value in use analysis, implement marketing programs and contribute to technical positioning and launching of new products through close collaboration with area sales manager, country sales manager and country marketing manager

Location:

Konya, Türkiye.

#LI-NK1

Qualifications

To Grow What Matters, You Will Need

University Degree – Agricultural Science

A minimum of 5 years of technical and/or sales experience working in the AG industry.

Excellent knowledge of agricultural practices in the given region.

Exceptional interpersonal skills and ability to build trusting relationships with growers, influencers and dealers.

Very high level of energy and strongly results oriented.

Excellent team player.

Ability to use computers and MS office.

Valid driver license.

Male candidates should complete their military service.

An applicant should expect to travel within the region and work out of a home office.

Who Are We Looking For?

Curious, bold thinkers who want to grow their careers and be part of a winning team

Market shaping individuals who want to transform the agriculture industry to meet the world's growing need for food

Collaborators who thrive in a diverse, inclusive work environment

Innovators who bring initiative and fresh ideas that drive our business into the future and make us an industry leader

Growing What Matters Starts With You... What We Can Offer To Help You Grow?

Opportunity to be part of a global industry leader working to discover solutions to the most pressing agricultural challenges of our time

Challenging work assignments that grow your skills, capabilities and experiences

Opportunities for international rotations and relocation that will expand your global view and cultural experience

Diverse, inclusive work environment where employees bring their whole selves to work and feel heard, valued and empowered

Dedicated and customized resources to help grow your professional skills, industry expertise and personal perspectives.

Joining us is a natural opportunity to strengthen your professional network through valuable relationships.

Support the health and well-being of every employee by offering world-class benefits, meaningful work and competitive salary

Performance driven culture with a strong focus on speed, efficiency and agility

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