

# Turkey Jobs Expertini®

## Turkey Focus Market - Sales Specialist

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Company: AsstrA

Location: Istanbul

Category: other-general

### Sales Specialist

AsstrA is an ambitious team of 24 countries. More than 1,400 employees work in Europe, CIS countries, Asia and the USA. For more than 28 years, AsstrA has been offering a full range of transport and logistics services: road, sea, rail, air and intermodal transportation, customs services, cargo insurance, etc. With the rapid development of the business and the opening of new offices in Europe and Asia, we offer you excellent opportunities to build a successful career, improve or acquire new logistics competencies.

Responsibilities:

- Search for potential customers within their specialization and attract customers of the industries Top and High potential.
- Additional sales (insurance, customs clearance, consulting)
- Development of loyal customers of the industry and keeping a history of contacts with the customer, preparing reports on negotiations.
- Implementation of the annual project plan (together with other project staff).
- Getting the maximum number of orders.
- Receiving requests from customers, fixing and transferring the request for processing to the appropriate operational department.
- Registration / extension of contractual relations with the customer, preparation of instructions for issuing and sending invoices to the customer.
- Clarification of customer satisfaction. Collecting information about non-conformities that occurred during customer service, identifying the causes. Contact with the customer in case of discrepancies in service.
- Getting feed back from the market, providing Country Manager with monthly reports, participation in round tables with representatives of related departments

#### Skills/Qualifications:

- Bachelors degree
- Relevant experience in international logistics sales.
- Good level of proficiency in English and/or another foreign language .
- PC knowledge (Excel, Word and others)
- High communication skills and result orientation.
- Readiness for cold calls.

#### What We Offer:

- A central and peaceful location in World Trading Center, Istanbul/ Yenibosna
- Opportunity to join a fastly growing organization where you can enrich your career and improve your skills
- Modern, transparent and responsive management
- The chance to grow and develop together (online professional courses/language courses)
- Other regular benefits, including health insurance, transportation, etc.
- “Birthday Party” – extra day off
- Referral program “Refer a friend” and Idea contest.
- Swiss vacations for Best employees.

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