



HEAD OF SALES INTERNATIONAL

A family business with more than 2,900 employees worldwide, uniting tradition and progress and along with a great deal of dedication, commitment and competence, inspiring customers around the globe with first-class baking ingredients and malts – that is IREKS!

For our Turkish subsidiary İREKS A.Ş., a joint venture of IREKS and the DURUK family – one of the leading investor families of the Turkish food industry – we are looking for you as “Head of Sales International”. Become part of our team!

YOUR TASKS

- Sales Management and professional support for our customers in cooperation with our trading partners in the export region (Middle East, Turkmenistan, Azerbaijan and Georgia) of İREKS A.Ş.
- Strategic orientation of sales activities in line with corporate goals to achieve sustainable increases in sales
- Expansion and management of the Field Staff team
- Planning of product range and marketing activities
- Development of new sales channels and planning of overall market cultivation
- Control of all sales processes
- Supporting existing customers, dealers and partners
- Acquisition of new customers and further expansion of our direct customer business in our export countries
- Implementation and use of our reporting and CRM systems

YOUR PROFILE

- Many years of professional experience in B2B sales, ideally in the field of food raw materials, food ingredients or similar, with extensive knowledge of market landscape and customer requirements
- Ideally industry-relevant network
- Experience in the management of Field Staff
- Strong communication and negotiation skills as well as strong motivational skills
- Fluent language skills in English (C1), Arabic language skills of advantage
- MS Office user skills; knowledge of business administration of advantage
- A determined, independent, proactive, and results-oriented way of working
- Outgoing, good team player and willingness to travel
- Valid driving license

WHAT WE OFFER

- Effective orientation process
- Part of an international organization with comprehensive professional and technical exchange and training
- Opportunity to implement own ideas and realise potential in a still small but growing multicultural team
- Full-time position with a fixed and commission-based salary and additional benefits

INTERESTED?

Then send your full application, including details of your salary expectations, to Ms Dilan Pınar at the following email address: dilanpinar@ireks.com.tr

Our Human Resources Department will gladly answer your questions. Tel: +90 282 758 20 20