

Safir Group, a brand-new joint venture between Österreichische Salinen Aktiengesellschaft and Safir Tuz, supplies premium salt to the wholesale, retail, and consumer markets throughout the world. And we just got started. The Turkish mines will be expanded, furthermore the most modern evaporated salt plant in Turkey is already under construction. Do you want to play a key role in the transition of Safir Group to one of the leading worldwide salt producers?



We are looking for a: Head of Sales

Location: Ankara, Turkey

Start date: Immediate

Working Hours: Full-time

The Head of Sales will

- ★ work with the production, accounting, marketing, logistics departments
- ★ collaborate with the business developer to enter key markets
- ★ develop strategy, tactics, plans, and profit targets (domestic and export)
- ★ outline objectives such as sales goals and targets incl. sales volume, market share, distribution channels and profit margins
- ★ also be actively involved in sales activities (domestic and export)
- ★ monitor objectives with key performance indicators
- ★ review sales performance by analyzing performance reports
- ★ create sales reports according to the requirements
- ★ manage and motivate the sales team
next to ensuring client satisfaction, revenue growth and overall contribution to creating a constructive working culture and environment

Qualifications:

- ★ Background and min. 5 years' experience in food industry
- ★ Strong leadership skills, incl. mentorship and coaching ability for motivational purposes
- ★ Excellent negotiation skills
- ★ Proven track record of sales performance incl. the ability to accurately forecast sales
- ★ University degree in relevant field
- ★ Experience in working in an international partnership
- ★ Professional level English, additional firm knowledge of German preferable Turkish
- ★ Solid communication and presentation skills
- ★ Ability to analyze data to find trends and problems
- ★ Excel, Word, PowerPoint skills
- ★ Flexibility, mobility, and willingness to move to Ankara

Apply now: Joint Venture Safir Tuz, ani.degirmencioglu@salinen.com +90 536 886 60 97