

Freudenberg is a global technology group that strengthens its customers and society long-term through forward-looking innovations. Together with our partners, customers and the world of science, we develop leading-edge technologies, and excellent products, solutions and services for 40 market segments. The Freudenberg Group employs some 50,000 people in 60 countries worldwide and generates sales of over 10 billion euros.



Freudenberg Home and Cleaning Solutions is a Business Group of Freudenberg and a leading global supplier of branded cleaning systems as well as household and laundry care products. The portfolio includes brands such as Vileda®, Gimi®, Wettex® and Marigold®. The company employs more than 3,200 people and hosts a distribution network in 35 countries.

New, effective products and distribution channels, technical innovations and a strong customer focus have been the company's key success factors. They are supported by extensive market and customer research on an international basis as well as innovation centers and production plants around the world.

 Istanbul  Freudenberg Household Products Evici Kullanım Araclari Sanayi ve Ticaret A.S.

You support our team as

SALES COORDINATOR (F/M/D)

Responsibilities

- Identifying distributor needs and recommending product solutions
- Responsible for execution of our trade terms & conditions
- Answering distributor questions about features, pricing, promotions and additional services
- Working to monthly / quarterly sales and revenue targets as set by the Sales Manager
- Managing our product availability, maximizing shelf spaces and POS opportunities
- Regular reporting of results
- Managing Distributors & customers' planning and execution base
- Control of trade budget
- Management of distributor stocks
- Provide direction to in-store Merchandisers

Qualifications

- At least secondary school degree (higher education is an advantage)
- 2-3 years of FMCG Field Sales experience
- Up to date market knowledge
- Understanding & experience of Merchandising processes
- Understanding sales tools & practices
- Excellent verbal communication skills
- Self-motivated and organized individual
- Ability to build relationships with key contacts
- Entrepreneurial-minded
- Strong negotiation skills

Some of your Benefits



Company car



Performance-related bonus



Health insurance



Meal allowance



Diversity & Inclusion

The Freudenberg Group is an equal opportunity employer that is committed to diversity and inclusion. Employment opportunities are available to all applicants and associates without regard to race, color, religion, creed, gender (including pregnancy, childbirth, breastfeeding, or related medical conditions), gender identity or expression, national origin, ancestry, age, mental or physical disability, genetic information, marital status, familial status, sexual orientation, protected military or veteran status, or any other characteristic protected by applicable law.

Additional Information



Aysenur Ongan

Son Basvuru Tarihi: 17.02.2023

Basvuru Linki: <https://jobs.freudenberg.com/Freudenberg/job/details/3192013/>