

Business	Function/Department	Position Title & Location
CHEP	Sales	Sales Representative, Istanbul
Band	Reports to and Location	
2	Sales & Retail Manager, Istanbul	
Number of Reports	Total	Direct
	N/A	N/A
Position Purpose	The Sales Representative will be involved in increasing revenue by converting prospects to the CHEP program.	
Major/Key Accountabilities	<ul style="list-style-type: none"> <li>• Drive revenue performance in line with company targets</li> <li>• Prospect new opportunities</li> <li>• Present and sell services to potential clients</li> <li>• Follow up on new leads and referrals from existing internal/external customers</li> <li>• Prepare presentations, proposals</li> <li>• Develop new markets</li> <li>• Supply chain mapping &amp; value chain analysis</li> <li>• Update CRM records</li> <li>• Customer pricing strategies and practices</li> </ul>	
Scope	Annual Revenue Budget:N/A Countries :Turkey Number of Staff (direct): N/A Number of Staff (indirect):N/A Total (FTE):N/A	
Qualifications	<ul style="list-style-type: none"> <li>• Degree in Bachelor of Arts (B.A.) or Engineering</li> </ul>	
Experience	<ul style="list-style-type: none"> <li>• 3-4 years B2B sales experience in multinational environment.</li> <li>• Turkey FMCG Market Knowledge will be plus.</li> </ul>	
Skills and Knowledge	<ul style="list-style-type: none"> <li>• Driven for results</li> <li>• Ability to persuade and influence others</li> <li>• Ability to deliver and develop presentations</li> <li>• Strong interpersonal and communication skills</li> <li>• Business aggressiveness</li> <li>• Some overnight travel may be required</li> <li>• Ability to use CRM tools and excel/PowerPoint programs</li> </ul>	
Languages	Required	Desirable
	Turkish, English	-
Competency Success Profile	Critical Competencies for Performance	

Performance Cluster	Competencies	FYI Chapter	Required
Team	Developing Direct Reports & Others	19	<input type="checkbox"/>
	Motivating Others	36	<input checked="" type="checkbox"/>
	Building Effective Teams	60	<input type="checkbox"/>
	Managing Vision & Purpose	65	<input type="checkbox"/>
Interaction	Interpersonal Savvy	31	<input checked="" type="checkbox"/>
	Learning on the Fly	32	<input checked="" type="checkbox"/>
	Managing Courage	34	<input type="checkbox"/>
	Organisational Agility	38	<input checked="" type="checkbox"/>
Customer	Customer Focus	15	<input checked="" type="checkbox"/>
	Listening	33	<input checked="" type="checkbox"/>
	Understanding Others	64	<input checked="" type="checkbox"/>
	Integrity & Trust	29	<input checked="" type="checkbox"/>
Performance	Priority Setting	50	<input checked="" type="checkbox"/>
	Drive for Results	53	<input checked="" type="checkbox"/>
	Decision Quality	17	<input type="checkbox"/>
	Functional/Technical Skills	24	<input checked="" type="checkbox"/>
Strategy	Business Acumen	5	<input checked="" type="checkbox"/>
	Innovation Management	28	<input type="checkbox"/>
	Strategic Agility	58	<input type="checkbox"/>
	Dealing with Ambiguity	2	<input checked="" type="checkbox"/>

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Name & Title of Creator: