



Ontex is looking for a
Export Area Manager

Ontex is a fast growing international company where people are the most valuable asset. To reinforce Export we are looking for a Export Area Manager, reporting directly to Sales Director International Markets.

Your role

- Set visioner targets, solid base business plans regarding to the realities of the markets and drive the business
- Reach sales objectives by creating a sales plan for assigned countries with the support of the Management
- Accomplish sales in the markets by coaching, counseling and disciplining local sales team in assigned countries
- Achieve sales objectives by managing all the markets as a seperated Business Units
- Forecast sales; prepare annual budget; control expenditures; analyze and initiate corrective actions regarding to the P&L by country
- Maintain and build direct relationship with key customers; identify new customer opportunities
- Survey consumer needs and trends; inform International Marketing Manager about the needs of assigned countries and implement the approved marketing plan by gaining consumer insights
- Track competitors

Your profile

- University degree
- Min. 5 years of experience of export sales in FMCG, preferably in multinational companies
- Deep knowledge about Middle East markets is preference.
- Very good command of English is a must; French and Arabic are preference
- No restriction for frequent travel to the territory
- Arabic nationals are welcome to apply

We offer you

- Working for Ontex means working in a unique environment where local and international talent truly work and win together; where people are encouraged to share their experiences and take real responsibilities. Of course, you will work under the best possible conditions, where experienced colleagues are ready to assist you.
- As a leading multinational, Ontex will reward your performance according to your expertise and potential.
- If you have the drive, the talent and the individuality to push our Export department to a higher level, we know just the place to come and show it...

Interested?

- Please send your CV and motivation letter to jobs.istanbul@ontexglobal.com before 31th of July 2016 .