



We believe that life safety comes first. We cannot compromise when it comes to protecting lives and property. Vetrotech Saint-Gobain International AG is an international leader in the manufacture of fire protection, safety and high performance glass for buildings and marine. Having grown successfully the market over many years, with headquarters in Switzerland, Vetrotech has several production sites in Europe and overseas as well as sales offices and its own test laboratories for safety glass.

In order to achieve our sales and growth objectives in Turkey, we are currently seeking:

Sales Manager Turkey

Your duties:

- Achieve Sales objectives defined with your manager
- Manage autonomously the sales process including activity and travel/appointment planning
- Identify sales opportunities, observe and analyze the market
- Consult architects including proactive tender design, develop and maintain relationships with strategic decision-makers
- Give technical product advice, collaborate and implement training events and trade fairs, Collect and exchange project information
- Collaborate with other, international sales manager colleagues and the inside sales team
- Handle claims / complaints

Your profile:

- Bachelor Degree or equivalent in Architecture/Construction or in civil mechanical or electro engineering and/or proven experience in construction or glass & glazing or building material industry
- Commercial education or 3 - 5 years of experience in sales in construction sector in Turkey, ideally in architectural sales
- Good knowledge of construction administration and procedures
- Customer-oriented selling personality with strong influencing skills, well-structured with good planning abilities
- A real team player
- Strong follow-up and negotiating and excellent presentation skills
- Strong communication skills (oral and written), including very good command in English (oral and written)
- Reliable and self-motivated
- Analytic skills and open to improvements / changes; ability to perform in fast changing work environment.
- Ability to effectively interface with architects, contract managers, general contractors, contract glaziers
- Good knowledge of CRM systems (and will to use such) and MS Office as well as experience in reading CAD or technical drawings
- Willingness to travel in your territory and also, from time to time, to the Vetrotech office in Austria

Our offer:

- A standalone position (however embedded in the Vetrotech world) in a very international, exciting environment, connected to a delocalized team.
- We let you make a difference with your knowledge - you can support our company with its continuous success

Interested?

Then please send your complete application to hr.vetrotech@saint-gobain.com by indicating the reference number VET-202121. For further question around the position, please contact Stefan DOPPLER, Sales Area Manager, +43 664 8414804. More information under www.vetrotech.com.

Please be aware that your application will go to our HR department in Switzerland and that your file can be reviewed by hierarchy based outside Turkey (e.g. Austria or France).