



COMPO EXPERT is an international company with 21 sales offices in Europe, North and South America as well as in Asia and Africa. We produce and market high-quality specialty fertilizers and biostimulants for all sectors of plant nutrition. Shape the future of our markets with us – to further established and expand our legal entity in Turkey are looking for a:

Business Development Manager (m/f/d)

Your role:

- Overseeing day-to-day operations and focusing on the long-term interests of the business.
- Pursues new business opportunities and manages the company's operations.
- Plays an important role in sales & marketing and corporate management.

Your duties:

- Looks for opportunities to grow the business with new initiatives and works to take advantage of those opportunities
- Prepare an annual strategic plan outlining new growth opportunities
- Leading and motivating the sales team
- Forecast annual sales targets per product
- Setting and communicating weekly, monthly, quarterly, and annual sales goals
- Assessing costs, supply, demand, and competitors to determine selling prices
- Achieve annual sales goals through various sales tactics
- Develop marketing support strategies, product positioning, presentations and technical support as needed
- Establishing and maintaining relationships with key customers, distributors and big farms.
- Inspire sales team and follow through sales plans in a systematic way.
- Create value propositions for each market segment, focusing on agronomic practices and crop management approach,
- Accepts extra duties as situations arise
- Works efficiently and calmly tight deadlines or other stress factors arise

You are interested in this position in our company?

Then we want to get to know you! Your contact, Ozge Tufekci, awaits your meaningful application – preferably in electronic form – at the following address::

E-Mail: ozge.tufekci@compo-expert.com
COMPO EXPERT TURKEY Tarım San.ve Tic. Ltd. Şti.
Barbaros Mah.Çigdem Sok.
Agaoglu My Office No:1 K:14 D:60
Atasehir-ISTANBUL



Your profile:

- Bachelor's degree in agronomy, plant science or other related field preferred
- 10+ years of experience in all aspects of developing and maintaining sales activities, marketing strategies in fertilizer segment
- An advanced understanding of specialty fertilizer sales and marketing functions.
- Strong knowledge of sales in specialty fertilizer products
- Strong industry network in the agriculture space, especially in fertilizer and nutritional products
- Result orientation
- Advanced Problem Solving Capabilities
- Ability to Process the Big-Picture Items
- Solid market and customer knowledge
- Strong commercial forecasting and risk analysis skills
- Excellent negotiation skills
- Well-developed communication skills
- Proficient in MS office, especially Excel and PowerPoint

Our Profil:

COMPO EXPERT COMPO EXPERT sees itself as a large team of passionate experts - at 21 locations worldwide! We make important contributions to shaping the future of the fertilizer market in all key areas. Our strengths include customer relationships that have grown over many years, high product and consulting quality, and consistent customer orientation. Our employees make use of the scope for development with great independence and a great deal of initiative. We look forward to welcoming new colleagues who share our ideas and values and who bring dynamism and commitment to their work. We value people with the will to do things better. And we welcome employees with an entrepreneurial spirit who are happy to lend a hand to make our company an even better place to work.

We expect good performance from everyone: because at COMPO EXPERT, everyone can and must make a personal contribution. We value diversity and therefore welcome all applications - regardless of gender, nationality, ethnic and social origin, religion/belief, disability, age, sexual orientation or lifestyle. Everyone is equally important to us, because only as a team will we be able to successfully place and sell our products on the global markets in the future.

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