

## Join our team in Turkey as a Sales Representative!

Corex is the coreboard, cores, tubes and edge protectors division of VPK Packaging Group, a rapidly growing integrated industrial group. VPK Packaging Group operates in the cardboard packaging sector and has around 6 100 staff spread across 65 plants in 20 countries.

Corex has approximately 1 300 employees. Every year our 30 companies, spread across 16 countries, from Europe to Asia and North America produce coreboard for various applications, as well as a range of converted products: spiral and parallel wound cores and tubes, edge protectors and consumer packaging.

Thanks to our vertical integration within VPK Packaging Group and our market-orientation, we have grown into the market leader in our sector. We attribute our success to customer-oriented quality combined with outstanding service and competitive prices.

Corex Turkey will start up a new plant in Çorlu, Tekirdağ. Our goal is to become one of the main suppliers of paper tubes and cores to a wide variety of industrial customers in the region. We are growing fast and steadily increasing our production capacity. In order to strengthen our sales team, we are now recruiting a (m/f) **Sales Representative**.

### Main Responsibilities

- Active development of an industrial client portfolio in alignment with our production capacity: main responsibilities and targets include growth in turnover, margin and customer satisfaction.
- Develop a comprehensive territory plan in coordination with the Sales Manager, identify vertical markets, and implement the sales strategy for your targets.
- Effective approaching and engagement of clients, understanding of critical client business issues and how the Corex products address those issues.
- Effectively teaming up with the broader organization to include product development, logistics, quality control, and finance in order to provide the right solution for the customer.
- Pursue cross-sell & upsell goals with all accounts.
- Successfully identify amongst prospective clients those that present the best opportunity for growth.
- Supply continuous feedback to the sales organization on market issues, competitor activity, price developments, sales trends, etc.
- Prepare annual sales budget and forecast together with the Sales Manager and report regularly to the Sales Manager.

### Your Profile

- Preferably proven sales experience of at least a couple of years in an industrial B-to-B environment.
- Higher education (university) in business administration, sales or engineering.
- Excellent communication and negotiating skills; ability to foster effective and collaborative relationships with clients and within the own organization.
- Excellent problem solving and analytical skills.
- Strong organizational and planning skills.

- Highly result-driven and strong commercial acumen in the development of a sales territory.
- Fluency in English and familiarity with SAP are an asset.
- You live in or within a reasonable distance of Çorlu, Tekirdağ.

### **We offer**

- A salary package with company car and bonus based on sales performance.
- Continuous support, training and communication.
- Excellent team spirit in a growing company.
- The possibility to work and start a career in a multinational industrial group.
- Being part of a start-up operation and doing the sales is an excellent career move and provides opportunity for personal & professional growth.

**If we got you interested, please send your application to [careers@corexgroup.com](mailto:careers@corexgroup.com)!**