



Job Title – Business Development Consultant / Email & Social Media / Istanbul, Turkey

Location - emarsys Turkey, Istanbul

Duration - Full Time

emarsys, eMarketing Systems, are Europe's fastest growing provider of Email and Social Marketing Services with offices in London, Vienna, Berlin, Munich, Zurich, Paris, Hong Kong and Beijing and we are expanding our operations in Turkey as part of our next exciting phase of development.

More than 800 companies worldwide use emarsys solutions with leading Turkish businesses including Gittigidiyor, Markafoni, Kariyer.net, and Grupanya alongside global brands such as eBay Globally, Siemens, Canon, Vodafone and Coca Cola sending more than 3 billion messages every month using **emarsys** technology.

We are looking for highly motivated Sales Consultants to join our sales team with roles available in mid-market and enterprise market solution sales.

15 of the top 50 Internet Brands in Turkey already use emarsys solutions and Sales Consultants have the opportunity to earn uncapped commission with generous packages and the opportunity to quickly progress in a fast moving international business. You will have the full support of the technical and implementation team allowing the ideal candidate to focus on new business.

The ideal Sales Consultant will demonstrate:

- The ability to generate leads within our target market
- To be able to build up and manage a pipeline of opportunities
- Manage the sales process, from cold call to close
- Understanding of Software/Technology Sales or Marketing Services
- 100% new business focused with prior sales experience
- The ability to work in a fast moving environment
- Ambition and independence and be keen to progress their careers
- Willingness to learn from industry experts and establish themselves as an important member of the team in a key market
- A track record of sales success

Key requirements of this role are:

- Turkish citizenship
- Excellent communication skills in Turkish and English
- Prior Sales experience with proven track record of generating business
- Degree or equivalent qualification

What we offer:

- Generous reward package with uncapped commission
- Laptop, mobile and personal expenses
- Opportunity to travel to London and Vienna for training
- Ability to quickly progress based upon performance