



Welcome to Wendler. We are a global leading manufacturer of woven interlinings for the apparel industry. Our clients are many well-known clothing manufacturers, including the major international fashion brands.

We are an owner-managed and internationally very successful medium-sized company with its headquarters in Reutlingen (Germany) and subsidiaries in Hongkong, Vietnam, China, Bangladesh, India, and Italy. Thinking and acting globally, high-quality products, and outstanding employees worldwide are the decisive factors for our sustainable, successful development.

For our important market in Turkey, we are looking for a

Sales Representative Turkey (m/f/d)

This is a newly created position to increase our market share in the Turkish interlining market. The job holder is based in Istanbul at the office of our long-term sales partner Tateks.

The Sales Representative is a binding element between Wendler and our local partner. The Sales Development Manager Turkey is part of the Wendler team and reports directly to our Sales Director Europe in Reutlingen / Germany and cooperates with Tateks in the daily business.

Key Responsibilities

- ✓ To travel the Turkish market with the clear goal to increase our footprint in the Turkish market.
- ✓ Grow all kinds of market stakeholders (producers, buying offices, brand offices).
- ✓ Preparation of customer visits.
- ✓ Follow up of visits (sampling, quotations, contacts, fusing tests).
- ✓ Be the first point of contact when it comes to interlining choices and new projects.
- ✓ Bringing ideas into the organization (new items, new certificates, new warehouses).
- ✓ Develop a technical understanding of interlinings and their processing.
- ✓ Analyzing competitors (articles, prices, quality) and customer requirements.
- ✓ Report sales figures and market information to our Sales Director Europe on a regular basis.
- ✓ Enhance our product portfolio to meet customer requirements and to capture market potential.

Your Profile

- ✓ Proven work-experience with sales and ideally with a textile background.
- ✓ English and Turkish as languages need to be fluent in speaking and writing.
- ✓ Self-driven personality.
- ✓ Strong sales and communication skills.
- ✓ A reliable partner with a focus on sales and service.
- ✓ Hungry and self-motivated team player.
- ✓ Computer literate with competence in all Microsoft applications, as well as in the use of ERP systems.

Our Offer

- ✓ Attractive and performance-oriented remuneration package which includes a monthly fixed salary, a mobile phone, a company car, and an up-to-date laptop.
- ✓ A high degree of responsibility and exciting challenges.
- ✓ An innovative, international working environment in a globally expanding, very successful company.
- ✓ Short decision paths of a medium-sized company.
- ✓ Working in international teams as well as room for growing – personally and economically.

You are interested? Please send us your detailed application, including your CV, your earliest possible entry date, and your expected salary, via email to raphael.hofmann@wendlerinside.com. In case of any further questions, you can contact our Sales Director Europe Mr. Raphael Hofmann via phone at **+49 7121 5106 303** or visit our website www.wendlerinside.com.