

# Fruit Reerfruit

Job title	Sourcing & Selling Expert – Fruit & Vegetable Trader
Reference nr.	2219
Location	Antalya, Turkey
Position type	Full-time
Client	Confidential during pre-screening phase
Package	Excellent package plus benefits

### Client profile

Our client's passion is to exactly meet the requirements of their professional customers in order to strengthen their own business. With approx. 700 stores in more than 25 countries they are leading their market.

## SOURCING & SELLING EXPERT FRUIT & VEGETABLES

### Job purpose

Management of the entire sourcing & sales cycle in F&V and ensure high performance and improvement throughout the organization.

### Decision making

- ✓ Management of supplier portfolio and assortments in alignment with destination countries;
- ✓ Decision on business planning and forecasting as well as sales and buying strategies for client countries;
- ✓ Responsibility for financial and operational TO performance.

### Key responsibilities & accountabilities for sourcing

- ✓ Manage supplier portfolio and supplier relationships for designated F&V sourcing areas;
- ✓ Conduct supplier and article negotiations on regular base;
- ✓ Provide accurate article, supplier & market information within Trading Offices F&V network;
- ✓ Responsibilities for selling
- ✓ Establish and manage good relationships with client countries / customers;
- ✓ Assure high service quality by providing full support and consultancy on TO's F&V article ranges;
- ✓ Coordinate assortment demands within TO's F&V network;
- ✓ Manage daily business with client countries incl. price alignments, ordering, exports, documentation flows as well as solving client countries' questions;
- ✓ Manage all the information flows between all involved departments (QA, Logistics and Sourcing).

### Skills

- ✓ Good insights in sourcing & procurement;
- ✓ Entrepreneurial skills;
- ✓ Strong understanding of customer and market dynamics and requirements;
- ✓ Professionalism and attention to service;
- ✓ Excellent communication skills;
- ✓ Fluent Turkish and good level of English (spoken and written).

## Experience

- ✓ Minimum 5 years of work experience in F&V business;
- ✓ Good knowledge of export procedures;
- ✓ Experience in F&V agency business;
- ✓ Knowledge of Turkish Fruit & Vegetable producers is preferable;
- ✓ Strong business development background.

## Personal qualities

- ✓ **Personality type**
  - Self-disciplined with ability to work independently and under stress;
  - Ability to work in a rapidly expanding business environment;
  - Target and result orientation;
  - Demanding and assertive;
  - Willingness to travel.
- ✓ **Leadership style**
  - Leadership/ coordination within department work.
- ✓ **Cultural competence**
  - Ability to adapt to new culture and people;
  - Strong interest to learn about new cultures.
- ✓ **Team fit**
  - Ability to integrate him/herself into existing side functions.
- ✓ **Attitude**
  - Strong commitment towards customer orientation and understanding of customer needs and market trends.

## Candidates

Please submit your cv to [freshproduce@fruit-recruit.com](mailto:freshproduce@fruit-recruit.com)

Please also mention the job ref. nr. 2219

## About Fruit Recruit

Fruit Recruit is a boutique headhunting company dedicated to companies whose core business is about fresh produce, fresh cut, prepared food, flowers and logistics. We cover the whole supply chain "from field to fork". Most of our clients are medium to large sized companies dedicated to growing, packing, food safety, logistics and retail.