**CANDIDATE**

VOLKAN AYGUN

**PERSONAL DETAILS**

**LOCATION**

İstanbul

**QUALIFICATIONS**

GALATASARAY UNIVERSITY 08.2005-08.2006

Engineering Faculty, Engineering Management

ISTANBUL TECHNICAL UNIVERSITY 09.2001-05.2005

Chemistry-Metallurgy Faculty, Chemical Engineering

**CAREER SUMMARY**

**Lanxess 10.2019-Present**

**Sales Manager, BU Rhein Chemie, Turkey**

* Develops local strategies for sales activities in accordance with BU's policies and strategies
* Steers local sales organization of 2 colleagues
* Executes go to market strategy for the product groups for Rubber and Tire industries
* Ensures frequent personal contact with major Tire and Rubber accounts
* Sets targets, monitors achievement and develops contingency plans for business
* segments
* Responsible for people development, e.g. evaluation, training, coaching, talent
* identification, promotion
* Implements performance management tools according to corporate guidelines

**Clariant 05.2017-10.2019**

**LBL Masterbatch Sales Manager, Turkey**

* Develops local strategies for sales activities in accordance with BU's policies and strategies
* Develops budgets for the country together with the Head of LBL Turkey
* Steers sales organization of 9 colleagues (Local Sales Team and CSD)
* Executes go to market strategy for the target sectors and product groups
* Ensures frequent personal contact with major customers
* Sets targets, monitors achievement and develops contingency plans for business
* segments
* Responsible for people development, e.g. evaluation, training, coaching, talent
* identification, promotion
* Implements performance management tools according to corporate guidelines
* Decides on sales force employment and deployment

**Clariant Turkey A.S. 04.2013-05.2017**

**LBL Masterbatch Sales, Reg.KAM for L’Oreal**

* Manages sales and customer service activities operationally in accordance with the sales
* and marketing guidelines.
* Develops account sales strategy for achievement of country sales objectives
* Monitors account receivables of accounts and manages over dues.
* Provides technical support and expertise to maintain and develop value based pricing

**BASF Chemetall Istanbul, Turkey 03.2010-04.2013**

**Sales and Technical Services Specialist**

* Sales and Technical support by regular visits for automotive and white goods industry.
* Develops customer relations by presenting good communication and sales skills.
* Maximize the satisfaction of customer's needs by identifying value engineering and cost
* reduction initiatives.
* Coordinating Chemetall Distributors with technical support and setting sales targets.

**Summary**

An energetic, motivated and highly dynamic sales manager with good strategic, sales and marketing skills and extensive experience and proven success in developing new business. Have strong analytical skills with the capability of assessing conditions and implementing appropriate intervention. Is a resourceful thinker who can discover solutions for complicated problem scenarios.

For further information please contact Jan Johnston on 01695 570 696 or email janj@johnston-vere.co.uk