



## **Field Based Account Manager, Turkey**

**Location: flexible**

The most successful problem solvers look at things differently and see solutions no one else can. Who would have thought of using fish protein to stop gas freezing in sub-sea pipes? One of our people did. And right now we're looking for more people who can bring a fresh perspective to the energy challenge.

Many employers offer a range of challenges to graduates. What sets us apart is the sheer range of our products, the diverse opportunities available to our people and the global reach of our operations. As a graduate, this means you have a virtually unlimited potential to develop an exciting career.

During the first 3 years, you will be part of Shell's global graduate development programme 'DEVELOP'. Apart from providing professional onboarding, coaching and development tools, 'DEVELOP' supports your career by ensuring that the first up to 3 assignments in Shell offer you maximum opportunity for learning and contribution..

While your supervisor and mentor will support and coach you, we achieve more together when you drive your own development and manage your career. We are happy to advise along the way.

### **Responsibilities:**

- Study the market in the relevant geographic area and perform a segmentation exercise
- Achieve sales target, within which your Key Performance Indicators may include volume, margins, and other relevant criteria
- Participate in the sales and organisation management activities and improvement projects, help delivery of key team objectives.

### **Requirements:**

- Preferred degree disciplines: Finance, Economics, Sales & Marketing, International Business, Business Administration , as well as other related subjects.

To learn more about Shell's operations in Turkey or to apply please click [here](#).

We accept applications all year round, however, to be considered for the next Shell Recruitment Day in Istanbul in December, please apply before **16 November 2009**.

*Shell is an Equal Opportunity Employer*

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