



Territory 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.

Shell's retail vision is to become the *Best Fuel Retailer* in the world. Our Territory Managers have the ultimate front line roles, integrating support from various functional groups and leveraging this support to deliver bottom line profit to the company. As such the role of a Territory Manager is key to carry our retail vision to dealers and site staff, building strong and trusting working relationships in order to achieve ambitious results. Ultimately this will make our retail organisation one of the strongest and most profitable in the market.

Responsibilities:

The Territory Manager's role is to enable, coach and support retailers in managing petrol stations and ensure that both Shell and retailers achieve profitable performance through consistent delivery of our *Retail Customer Commitment* at a competitive cost level.

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

www.shell.com/careers