



Electronic Component Distributors

2A Lapsi Street, St Julians, Malta

Euro-Asian SALES ACCOUNT EXECUTIVE

Location: Malta

Salary: 100euro month basic salary + Commission based (50 Euro first PO, 60 Euro second PO, 70 Euro third PO and so on)

Working hours: From Monday to Thursday: 7 am to 4 pm and Friday: 7 am to 3 pm

COMPANY DESCRIPTION

BD Electronics is a subsidiary of the German Electronic distributor, ML Components. The main company is based in Germany (Mainz). Our Sales department is multilingual with over 10 languages being spoken on a daily basis. The team at BD Electronics prides itself on its sourcing ability of electronic components. We have direct contact with over 700 recognized EC vendors worldwide. Additionally, BD Electronics has visibility on otherwise hidden "Excess OEM Stock" from 100's of OEMs globally. This all means that we have the ability to find Components that other Electronic distributors do not.

RESPONSIBILITIES

- Demonstrates technical selling skills
- Complete understanding of pricing and quotes process
- Work closely with colleagues and management to provide clients with most efficient and professional service possible
- Maintains accurate records of all sales and prospecting activities including sales calls, closed sales, and follow-up activities
- Demonstrates the ability to gather order information and submit detailed information for processing orders
- Maximizes all opportunities in the process of closing a sale resulting in increasing market share globally
- Play an active role in the execution of Marketing and Business Development strategies

REQUIREMENTS

- Outgoing, positive personality
- Excellent communication and interpersonal skill
- Strong written and verbal communication
- Intermediate Computer Skills including typing, Excel, Word, Outlook