

SALES- AMERICAN ACCOUNT EXECUTIVE INTERNSHIP

16:00 - 22:00 MONDAY TO THURSDAY, FRIDAY 14:00 -20:00

Salary: Based on commission

COMPANY DESCRIPTION

ML Components GmbH is an international distributor of electronic components, based in Mainz, Germany. BD Electronics Ltd. is the subsidiary, based in Malta. We provide obsolete technology products globally to manufacturers of various industries: medical, aerospace, military, computer, telecommunications and transportation. We are a rapidly growing company with an energetic and international workforce who operates in a positive, competitive environment.

RESPONSIBILITIES

- Demonstrating technical selling skills
- Complete understanding of pricing and quotes process
- Ability to reach set targets of phone calls (generally 65+)
- 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
- Work closely with colleagues and management to provide clients with most efficient and professional service
- Maximizes all opportunities in the process of closing a sale resulting in increased 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
- Motivation, drive and a desire to achieve financial success
- Strong command of the English & Spanish Languages - additional languages are an asset (specifically Portuguese)
- Sales or Business Development experience is an advantage

Please contact us: hr@mlcomponents.com

