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

- 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
- 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: hr16@mlcomponents.com
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.

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