AMERICAN SALES EXECUTIVE INTERNSHIP

Working hours: 16:00 - 22:00 Monday to Thursday, Friday 15:00 -20:00

COMPANY DESCRIPTION

BD Electronics Ltd. is an international distributor of electronic components, 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
• Maximizes all opportunities in the process of closing a sale resulting in increasing market share globally

REQUIREMENTS

• Business or marketing-related degree or equivalent professional qualification.
• Relevant product and industry knowledge.
• Microsoft office proficiency Excellent communication and interpersonal skill.
• Strong written and verbal communication.
• Motivation, drive and a desire to achieve financial success.
• Sales or Business Development experience is an advantage.
• Organization and planning, Strategic thinking and problem solving