

## American Sales executive-Mainz

Salary: Based on commission + incentives

Working hour: Monday to Thursday: 5 pm to 11 pm and Friday 4 pm to 9 pm

### COMPANY DISCRPTION

Our main company is based in Germany (Mainz) but we also have a subsidiary in Malta. This internship takes place in Germany. ML Components GmbH is the premier distributor of semiconductors and electronic components. Our extensive, worldwide supplier base offers our global customers quick access to difficult-to-find parts. We are a strong and rapidly growing company with a competitive and energetic work environment. The International Business Development Executive will be responsible for the sale of semiconductors and electronic components. The ideal candidate must be well versed in the process of defining, developing, prospecting, servicing and nurturing a defined account base.

### 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 strategy

### REQUIREMENTS

- Studies or experience in Human Resources, Sales, Marketing, or similar
- Good language skills, particularly in English – Additional languages are a bonus
- Good interpersonal skills, a “people person”
- Good manager of time
- A professional manner at all times
- Results driven individual with positive, “can do” attitude