



International Sales Executive-Malta

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

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
- Making calls to clients to learn about and address their needs for products

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