

## **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 language, other languages considered to be an asset- particularly Spanish and Portuguese
- Sales or Business Development experience is an advantage

Please contact us: [hr@bde-ltd.com](mailto:hr@bde-ltd.com)