



## Electronic Component Distributors

2A Lapsi Street, St Julians, Malta

### SALES- AMERICAN ACCOUNT EXECUTIVE INTERNSHIP

PART TIME: 05:30 PM- 10:00 PM MONDAY TO THURSDAY, FRIDAY 05:30 PM-9:00 PM

FULL TIME: 02:00 PM - 10:00 PM MONDAY TO THURSDAY, FRIDAY 02:00 PM-9:00 PM

#### COMPANY DESCRIPTION

This is a great opportunity to join a growing company, which provide professional services to its clients. The company has a strong focus on its online marketing and SEO strategies. This allows the company to generate and maintain partnerships with its international clients and suppliers. Working within an ever changing industry, the company prides itself on meeting their client's expectations with precision.

#### 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