



## Electronic Component Distributors

2A Lapsi Street, St Julians, Malta

### SALES - EUROASIA ACCOUNT EXECUTIVE INTERNSHIP

WORKING HOURS: Monday to Friday 7:00 – 14:00

#### COMPANY DESCRIPTION

Our main company ML Components is based in Germany (Mainz). We are a subsidiary based in Malta. This internship takes place in Malta. BD Electronics 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 Sales 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 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 English - additional European or Asian languages are an asset (specifically German)
- Sales or Business Development experience is an advantage