**SALES- AMERICAN ACCOUNT EXECUTIVE INTERNSHIP**



Working times: 17:00 PM- 23:00 PM MONDAY TO THURSDAY, FRIDAY 16:00 PM-21:00 PM

2 days off/month

Location: Mainz, Germany

Salary: based on commission (1stPO 50€, 2nd 100€, 3rd and every further 150€)

Minimum duration: 4 weeks

# COMPANY DESCRIPTION

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 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 Languages - additional languages are an asset
* Sales or Business Development experience is an advantage

