

## International Business Developer-Malta

Salary: 100€ Fixed + Commission

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

### 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
- Maximizes all opportunities in the process of closing a sale resulting in increasing market share globally
- Play an active role in the execution of Marketing and Business Development strategies

### 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