

Sales Specialist

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Company: Elemaster

Location: Belgium

Category: other-general

SITE: Elemaster Electronic Technologies – Belgium, Zonhoven, Bruxelles

DEPARTMENT: Corporate Sales Management

JOB DESCRIPTION

The candidate is a dynamic and talented Sales Specialist with 3-5 years of sales experience, preferably in a company in the electronics manufacturing sector. He/She will expand relationships with existing Customers and will be a link between them and the internal teams, he/she will create new business getting in touch with new Customers and will prepare reports and forecast to the upper management.

RESPONSIBILITIES

Expand the relationships with existing customers by continuously proposing solutions that meet their objectives

Ensure the products and services are provided to customers in a timely manner

Serve as the link of communication between key customers and internal teams

Resolve issues and problems faced by customers and deal with complaints to maintain trust

Play an integral part in generating new sales that will turn into long-lasting relationships

Prepare regular reports of progress and forecasts to internal stakeholders using key account metrics

REQUIREMENTS AND SKILLS

Experience in sales and providing solutions based on customer needs

Strong communication and interpersonal skills with competence in building relationships with professionals of all organizational levels

Excellent organizational skills

Ability in problem-solving and negotiation

Great multitasking and time-management skills

Willing to travel abroad

EDUCATION

University Degree or equivalent, or 3-5 years related experience or training, or combination of education and experience

English speaking, a second language speaking is a plus

Good use of IT tools, excellent Excel knowledge

Use of ERP's software

INDUSTRY

Electronic Manufacturing

EMPLOYMENT TYPE

Full-time

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