

Recruitment Invitation

We Are Looking For Sales Partner

For market development and better services, We are now looking for sales person in the following countries:

- I Germany
- I US & Canada
- I France
- I United Kingdom
- I Australia
- I Russia
- I Middle East
- I Other countries in EU

Required work experience:

At least 2 years of business-to-business sales experience.

Required skills:

Extensive business development capabilities. It must be closer. Excellent follow-up capabilities must be provided in an organized manner. Must be able to pay attention to details, be efficient, goal-oriented, be able to handle multiple tasks, be consistent, and work as a team. Confidence and sales motivation are necessary.

Education required:

A university degree is preferred, but a wealth of experience with a good record is also acceptable. Establish a new customer base by planning and organizing daily work plans to attract potential sales leads while providing services to any existing customers in its territory.

The target customers are very suitable for our business model.

Follow up on submitted quotations in a timely manner-get the necessary feedback to complete the sale.

Adjust the content of sales emails/presentations, etc., by studying the possible needs of specific customers.

Keep management updates by submitting weekly activities: call log reports, weekly scheduled visits, etc.

Identify "additional" sales opportunities associated with any project.

Resolve and/or report issues in a timely manner.

Learn how to communicate difficult/sensitive information cleverly.

Technical understanding

Have a general understanding of the application areas of printed circuit boards and printed circuit

board assembly.

Have a thorough understanding of our capabilities.

Maintain awareness of emerging technologies.

Regardless of the order status, maintain an open communication channel with all customers.

If necessary, follow up with customers about unpaid invoices.

Follow up any customer complaints by investigating issues and reporting information to the family office. Inform management of any customer suggestions.

Maintain professional and technical knowledge by participating in educational seminars; review professional publications; establish personal networks; participate in professional associations.

Provide historical data by maintaining regional and customer sales records.

If you live in these countries, speak their languages, have experience in selling PCB or has built a widespread sales network in this business, please contact us. High salary is guaranteed!

Please send an email to: service@pcbearth.com to discuss in detail.