



INTERNATIONAL SALES REPRESENTATIVE

Required skills & qualifications for this position:

- Bachelor's degree (while the position is open to all, preference will be given to candidates with science, mathematics, economics, engineering backgrounds)
- Advanced conversational and written foreign language skills in English and German
- Ability to understand, empathize and work effectively with diverse cultures
- Familiarity, interest, ability, and agility in using and learning modern marketing tools & methods from web applications to business development opportunities via B2B sales portals like Amazon, Alibaba etc.
- Ability to frequently travel to overseas for trade shows or other sales related activities
- Excellent communication, interpersonal, problem-solving, presentation, and organizational skills at all levels of the workflow
- Personal integrity and strong work ethic

Objectives & Responsibilities for this role:

- Generate new leads by prospecting through potential customers via all possible tools and networking channels
- Identify appropriate prospects, set appointments, make effective qualifying sales calls, and close on new business
- Manage and grow existing accounts by successfully building long-term relationships with customers, through exceptional service and identifying potential new sales opportunities
- Meet weekly, monthly, and annual sales quotas by successful implementation of sales and marketing strategies and identifying new growth areas and opportunities
- Manage and monitor sales cycle effectively to ensure the continuity of frequency of existing customers
- Represent and demo our company's products and services by acquiring in-depth product knowledge
- Prepare professional, concise, and accurate reports for executive presentations
- Coordinate and collaborate with other sales reps to ensure company quotas and standards are being met, perform market research and regular competitor and pricing monitoring
- Resolve customer complaints by investigating problems, developing solutions, preparing reports, and making recommendations to management
- Manage Accounts Receivables in accordance with established company guidelines