



Sales Representative

Role Summary

A Sales Representative is responsible for selling ET2C International services in his/her defined market. This role is responsible for new account development and expanding existing accounts within an established geographic territory as well as maintaining customer relationships with the accounts in their established geographic territory.

Essential Responsibilities

- Prospecting for new customers and business in addition to growing and maintaining the existing customers
- Planning customer visits and meetings, and conducting customer visits, providing customers with value-added services
- Developing and maintaining a high level of ET2C services knowledge related to different industries and markets
- Implementing company sales strategy and plan
- Achieving annual and quarterly sales target within a given cost budget
- Developing and implementing account penetration strategies for key targets and competitive accounts
- Providing assistance in tendering and distribution management
- Collecting and verifying market information for micro and macro market analysis
- Building a team of sales agents to develop new key accounts in the industries relevant to ET2C within the established geographic territory

Qualifications/Requirements

- College degree or above
- 4+ years sales experience (preferably in one of more of these industries: Industrial Components, Garment, Furniture)
- Excellent existing contacts, in order to generate enquiries leading to potential business quickly
- Proven customer acumen and relationship building skills in a specific industry environment
- Willingness to travel within your specified geographic region depending business needs as well as to sales meetings and tradeshows
- Experience interfacing with both internal team members and external customers as a part of a solution-based sales process
- Proficiency in computer skills in Microsoft Office Suite products

Desired Characteristics

- Strong written and verbal communication and clear thinking skills with the ability to synthesize complex issues into simple messages
- Strong motivation to achieve and exceed the goals

Location: Los Angeles/ Toronto / Amsterdam / Berlin / Cape Town

Seniority Level: Middle/Senior level

Employment Type: Full-time/Part-time

Contact: Please send your latest CV and a cover letter to hr@et2cint.com if you are interested in the position.