

SALES ACCOUNT REPRESENTATIVE

Besa Technologies GmbH (www.besatechnologies.com) is one of the most dynamic and innovative distributors of electronic components in Europe. We embrace honesty and diversity as crucial components. The way we conduct business, we are committed to becoming a valuable partner for manufacturers and distributors alike in the world of electronic components. Our expertise in dealing with customers worldwide and our reputation is the cornerstone of our success.

In our continuous efforts to expand our company globally we are looking to recruit Sales Representatives for our office in Montreal. We speak 17 languages and are always in search of good sales people to complement our team.

Duties:

- Opening new accounts; initiating and developing new business.
- Identify customers; understand customer requirements; identify and evaluate opportunities.
- Strength and ability to open new accounts; explores new opportunities.

Skills/Qualifications:

Candidates are expected to be self-motivated, striving for excellence, result-driven with positive attitude, and team players with strong communication and organizational skills to work and communicate in a fast-paced environment. **Preference will be given to US citizens residing in Montreal as we wish to expand our presence in the US market.**

We offer:

- Base salary + uncapped commissions
- Group insurance benefits, including health, dental, long-term disability and life insurance
- Sales training
- Domestic and international travel to meet with suppliers and customers

Contact:

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