

SALES ACCOUNT REPRESENTATIVE

Besa Technologies (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 offices in Neusiedl am See, Austria and Montreal, Canada as we wish to expand our presence in Norway, Denmark and Sweden.** 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 applicants whose first language is Norwegian, Danish or Swedish.**

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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