



## INSIDE SALES EXECUTIVE –US AND ASIA

### About Us

IQD Frequency Products Ltd has provided electronic components for timing and frequency control applications for 50 years. We are based in the UK but support customers across the world. Four years ago, IQD became part of the Würth Elektronik eiSos group who supply an extensive range of electronic components. The Würth Elektronik eiSos group includes 7,300 employees in 50 different countries.

We are a small company thinking dynamically and constantly looking to change and adapt to the market needs, but we are also part of a large global company with all the infrastructure, support and opportunities this offers.

### About this role

Reporting to the Sales Office Manager as an Internal Sales Executive, you will be working within a sales team of approx. 23 and will be servicing our customer portfolio in both the Americas and Asia, providing the best customer service in the frequency products industry. Establishing strong relationships with both our distributors and direct business customers is key to the growth of our sales. You will also need to build a good working relationship with our Business Development Manager based in South California.

### Duties

- Providing dedicated customer service and sales support for existing and potential customers
- Acting as initial point of contact for existing and potential customers
- Analysing sales related enquiries and creating quotes and projects
- Proactively phoning existing and potential customers
- Gathering and logging market information concerning potential customers and competitors
- Establishing strong relationships with internal and external customers
- Contributing to future sales strategies

### Skills

- Proven experience within a sales or customer service role
- Tenacious and determined with strong negotiation skills
- Confidential and trustworthy with strong integrity
- Confident and dynamic self-starter, able to work on your own whilst following established working practices
- Highly computer literate and able to quickly navigate new software
- Well organised with meticulous attention to detail
- Effective time management skills and able to work under pressure and meet deadlines
- Strong written and verbal communication skills with a good telephone manner
- Approachable team player with good interpersonal skills

Although not essential, the below would also be desirable:

- Experience within the electronic components industry
- Experience working with distributors and business to business customers
- Fluency in other languages, in addition to English



## Benefits

- Regular company-funded social events including annual Summer BBQ party & Christmas party
- Bonus scheme
- Life insurance
- Excellent pension scheme
- Career progression & training in-house
- Closed bank holidays
- Office closes for Christmas

## More about us

We have operations in America, Asia and Europe, offering a comprehensive frequency product range, from low-cost commercial grade products to those used in high reliability military and professional grade applications including Quartz Crystals, Crystal Clock Oscillators and Rubidium Oscillators covering frequencies from the kHz range to over 1GHz.

**All applications for this Internal Sales Executive vacancy are to be submitted online, and strictly no agency calls or agency CV submissions.**