



Internal Sales Executive (German speaker) – Hybrid working option

Are you ready for a change and enjoy a varied role? We are looking to employ an enthusiastic and customer-orientated inside sales executive to generate quality leads as well as follow up on inbound email and telephone enquiries. To be successful as an inside sales executive at IQD, you should be persuasive, committed to achieving sales goals, demonstrate strong negotiation, communication, and customer service skills at all times.

Whatever your reason for applying, if you are confident, self-motivated, dynamic, and a tenacious team player, we want to hear from you!

Not everyone will know much about electronics or frequency timing products when they join IQD, however, this can be overcome with the in-house training and support we offer new colleagues. It's more important to us to recruit the right skills and experience to fit into our growing company, so we can achieve our ambitious growth plans together.

Inside Sales Executive Responsibilities:

- Maintaining long lasting relationships with existing customers through exceptional after-sales service.
- Growing profitable sales within your assigned region (existing products and/or new products).
- Contacting customers regularly using phone, webex, and supporting the company at trade exhibitions.
- Follow up on sales enquiries that are made by potential customers through website chats, email and inbound calls.
- Responding promptly to quotes and other customer requests.

Inside Sales Executive Requirements:

- Proven sales experience.
- Proficient German speaker - This position is directly involved with customers in our German territory.
- Confident, dynamic self-starter and able to work alone.
- Excellent negotiation, analytical, communication, customer service and problem solving skills.
- Confidential, trustworthy and a team player.
- Well organised, adaptable and meticulous attention to detail.
- Tenacious and determined.
- Proficient in all Microsoft office applications.

Our Company:

IQD Frequency Products has been providing electronic components for time and frequency control for 50 years. We are based in the UK but support a global customer base. In 2017, IQD became part of the Würth eiSos group who supply an extensive range of electronic components. The eiSos group includes more than 7,300 employees and has an active sales team based in every country in the world, so employees at IQD can also benefit from all of the global infrastructure and support a larger organisation offers.

Benefits:

- Competitive salary depending on experience.
- Permanent contract.
- Working 35 hours per week, Monday to Friday 8am – 4pm.
- Hybrid working option following successful probation period.

See website for full list of company benefits