

INTERNAL SALES EXECUTIVE

Job Summary

A fantastic new opportunity to join IQD in our Internal Sales Team whilst we are in an exciting period of growth. Reporting to the Internal Sales Director as an Internal Sales Executive, you will be working within a sales team of approximately 23 colleagues and will be servicing a varied portfolio of customers, 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 Managers.

Monday to Friday, Hours: FT hours 35h/pw

Hybrid: Max 2 days per week homeworking. Based in Crewkerne, Somerset.

Salary: Competitive according to skills and experience.

Main Tasks

- 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, and email, 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.
- 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 calling 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
- The role may require occasional overseas travel and overnight stays where necessary.

Skills and Experience

Essential

- Proven experience in 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 ability to work under pressure and meet deadlines
- Adaptable, flexible and able to multitask
- Strong written and verbal communication skills with a good telephone manner

- Approachable team player with good interpersonal skills
- Fluent in both written and verbal English, a second language would be an advantage.

Desirable:

- Experience within the electronic components industry
- Experience working with distributors and business-to-business customers

About IQD

Since 1973 IQD Frequency Products has been a leader in the frequency control market and, since 2017, part of the Würth Elektronik eiSos group, one of the leading European manufacturers of passive components. With active customers in over 80 countries, IQD offers one of the most comprehensive frequency product ranges available, from low-cost commercial grade products to that used in high-reliability industrial and automotive applications including:

- Quartz Crystals
- Clock Oscillators
- Automotive Crystals & Oscillators to AEC-Q200 (Rev D)/IATF164949:2016
- Fast Make Oscillators
- VCXOs
- TCXOs & VCTCXOs
- OCXOs
- GPS Disciplined OCXOs
- Rubidium Oscillators

Find out more: <https://www.iqdfrequencyproducts.com/about/>

LinkedIn: <https://www.linkedin.com/company/iqd-frequency-products-ltd/>

How to Apply

To apply, please email your CV and a cover letter to: IQDHR@iqdfrequencyproducts.com