

International Sales Rep

PLPC is looking for qualified Sales Representatives for 3 of our overseas locations. (Brazil, Chile, & Peru). The ideal candidate is someone who can attain deadlines and reach goals, loves a challenge, works very well under pressure. Someone who works well independently and as a team, is responsible, very detailed oriented, and has a good, strong work ethic.

Job Responsibilities

- Generate & manage growth of a given accounts. (established and new)
- Generate revenue by obtaining & managing all assigned sales orders.
- Establish and achieve (or exceed) all quarterly sales goals.
- Develop and cultivate strong relationships with customers as well as co-workers.
- Respond to all customer inquiries email, WhatsApp, and phone in a timely manner.
- Understanding and being able to interpret all technical specs of all products sold by company.
- Providing technical information to clients to help close the sale and generate a PO.
- Be responsible for maintaining your customer's inventory and ensuring they have healthy levels at all times.
- Use any company assets and all available training resources to stay up to date on product updates & features.
- Some travel to assigned accounts and provide sales training and help build a strong relationship with customers. (Minimal or none currently due to Pandemic)
- Any additional responsibilities may be given or assigned by your manager or CEO.

Job Requirements:

- Strong verbal and written communication skills
- Basic computer component knowledge
- Able to work independently and prioritize assignments
- High school education or higher
- Knowledge of MS Office (Excel, PowerPoint, Word)
- Must have legal right to work in the US

Preferred requirements:

- Sales experience (Retail, Channel, B2B)
- Associate's or Bachelor's degree
- Knowledge of PC components and PC gaming
- Knowledge of Microsoft (Word, excel PPT etc)
- Bilingual

If you believe that you are a qualified candidate for this position, please e-mail your resume to:
Jobs@plpc.com

Job Type: Full-time

Schedule:

- Monday to Friday, during company business hours, need to be reachable online and phone call

Monthly Bonus:

- Monthly Sales Quota Bonus
- Spiff (According to the Program)

Work Location: 3 locations

1. Peru in country sales representative (based on Peru)
2. Chile in country sales representative (based on Chile)
3. Brazil in country sales representative (based on Brazil)

Education:

- High school or equivalent (Preferred)