



WANT A CAREER AT THE LARGEST COMPONENT DISTRIBUTOR IN THE WORLD?

Avnet Memec is a highly specialised pan-European semiconductor distributor based in Poing near Munich, Germany. The company is a division of Avnet Inc., the largest distributor of semiconductors and passive electromechanical components worldwide. Last year, the fortune 500 company generated sales of US\$ 26.5 billion from its operations in over 70 countries.

Our special product range varies from analog and microcontrollers to RF, Datacom and networking – all highly innovative technologies from leading suppliers that make our customers' applications unique. Applied Micro, Cirrus Logic, Echelon, Intersil, LSI, Marvell, Maxim, Microsemi, Renesas, Sierra Wireless and Silicon Labs are among our biggest partners. For more information about our company, please visit: www.avnet-memec.eu or www.avnet.com.

FOR OUR SALES OFFICE IN KATOWICE, POLAND WE ARE LOOKING FOR A TECHNICAL SALES ENGINEER (M/F)

IT'S ALL ABOUT YOU!

Primary Objective of the Position

- Responsibility for increase in turnover and profit
- Establishment and structuring of a successful, long-term business relationship with the client
- Representation of the company Avnet Memec as a competent partner with clients and manufacturers

Major Duties and Responsibilities

- Individual support, maintenance and further development of existing customers
- Project Management and follow up of projects
- Design-In of innovative, technically sophisticated products in cooperation with the Field Application Engineers and our partners from production side
- Direct contact to the customers, Negotiations of offers and contracts in close cooperation with the Internal Sales Specialists

- Orders acquisition
- Acquisition of new customers
- Sales and profit responsibility

Qualification Requirements

- Technical Education or Study (Electric Engineering, Electronics) is required
- Sales and distribution experience
- Organisational skills, flexibility, creativity and selfinitiative
- Excellent communication skills at all levels
- Polish and English language fluency (both written and oral)
- Knowledge of Microsoft Office package
- Enjoys contact with people, confident manner, skills in presentation and communications techniques
- Driver's license

If teamwork and enjoyment at work is important to you, if you value independence and responsibility, and if you are searching for diversified tasks in an international company you are exactly the right person for our team! Performance-related compensation is available. Please send your application in English via email to HR.CE@avnet.eu