

Account Executive, Frankfurt

Company: Transperfect Translations

Salary/Wage: Commission based compensation plan

Job Category: Sales

Career Level: Experienced (Non-Manager)

Location: DE-Hessen

Status: Full-time

Relevant Work Experience: 2+ to 5 Years

Education Level: Bachelor's Degree

Overview:

The position of Account Executive reports to the VP, International Sales. You are responsible for generating revenue by developing new business relationships and maintaining relationships with existing clients. This is a unique opportunity in a financially stable international communications services company.

TransPerfect Translations is one of the world's leading providers of language solutions. With 29 offices on 3 continents, TransPerfect provides a full range of services in over 100 languages to multinational companies worldwide. These services include translation, interpreting, multilingual typesetting/graphic services, subtitling/voice-overs, staffing solutions, web site globalization, software localization, transcription, document management and multicultural marketing. With a network of over 4,000 linguists and subject-area specialists, TransPerfect is one of only a handful of translation companies to be ISO 9001:2000 certified. TransPerfect Translations has its U.S. headquarters in New York and its European headquarters in London.

Department: Sales

Description:

- Manage and lead regional business development activities to drive new revenue
- Creative and effective approaches to closing new business.
- Understand the capability, benefits and competitive advantages of Transperfect's services.
- Generate revenue by identifying new business through research
- In coordination with Sales Management, identify, qualify, develop and close sales opportunities.
- Promote and educate clients regarding Transperfect Translations' services.
- Appropriately manage client expectations in liaison with the Production Management Team.
- Manage and control pricing and contractual issues by developing a thorough understanding company procedures.
- Commission based position

Required Skills:

- Excellent English communication (written and verbal) skills
- A Degree in Sales & Marketing or related business degree
- A minimum of two years of sales experience
- Proven sales life cycle experience – lead generation through business closing
- Proven track record in achieving sales targets
- Excellent problem solving and analytical skills
- Strong interpersonal skills
- Industry contacts
- Effective time management skills

Contact Information:

Company: Transperfect Translation, Reference: FRA-SAE

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