

PLDS Corporation (Philips & Lite-On Digital Solutions) is a joint venture between Royal Philips Electronics and Lite-On IT Corporation, established in 2007 and active in the market of Optical Disc Drives (ODD). The combination of a strong R&D-focus and an enormous production capacity makes PLDS an industry leading company.

From the industrial area “De Hurk”, Eindhoven, PLDS operates European sales activities together with supporting teams in Logistics, Marketing, Finance, and RMA.

For more information about Lite-On IT, you can visit the website www.liteonit.com

At this moment we want to extend our business in the Benelux. Therefore we are looking for a local

Junior Sales Representative

Your main task will be:

- Increase business by establishing **new** partnerships with key 2nd tier
- Maintain consistent support with key 2nd tier partners which includes price negotiations, order collection and set target achievements
- Manage and structure all 2nd tier partners

We look for the following competences:

- Target driven
- Negotiation skills
- Communication skills (soft and social skills, presentation skills)
- Able to set priorities
- Stress resistant

You are a young professional, motivated, energetic and have a degree in a business oriented study. You have 2-3 years experience working in the sales field. Experience in IT sales is a pro in the selection process. You have a hand on mentality; you are willing to travel 30-50% of your time.

If you are interested please send your CV to Ingrid Aarts, HR Manager, email; Ingrid.aarts@pldsnet.com
For questions please contact Sales & Marketing Manager Mrs. Katrin Ackermann-Rossander, mobile +31.6.28234086 or HR Manager Mrs. Ingrid Aarts, mobile +31.6.25155542