

**PRISMA ELECTRONICS SA** is an innovative, high technology company that was established in 1991 in, Greece. Throughout a consistent and continuous effort, the company engaged in a wide range of activities in the field of Electronics, Space, Defense, Information Technology, Telecommunications and Energy. With present in Alexandroupolis (HQ and Factory), Athens (R&D and Sales Department) and London (International Sales).

The company is looking for a Sales Associate to staff the EMS Factory team.

### **Sales Associate (Job code: SA-2400)**

#### **Job Description:**

As a Sales Associate at **Prisma**, you will play a key role in bridging the gap between our PCB assembly & cables/ harness fabrication capabilities and our customers' needs.

Your primary responsibility will be to develop and maintain strong client relationships while understanding their technical requirements and translating them into customized solutions.

- Establish and develop relationships with existing and potential customers by understanding their needs and providing technical expertise on Prisma's PCB assembly and cables/harness fabrication capabilities
- Development of Offers and Proposals. Prepare detailed proposals based on customer specifications, providing clear explanations of the technical aspects involved.
- Contribute to the achievement of sales targets by actively seeking new business opportunities and expanding the customer
- Market Intelligence. Stay current with EMS industry trends, competitor offerings and new technologies to identify opportunities for product improvement and innovation.
- Understanding of PCB assembly and cables/harness fabrication processes, components and design principles to effectively communicate how Prisma products align with customer requirements
- Work closely with cross-functional teams including engineering, production, customer support to ensure seamless communication and project execution

#### **Requirements:**

- Bachelor's Degree Diploma in Engineering or Business Administration or related field (Electrical Engineering, Electronics, Marketing, Sales, etc.)
- Results oriented mindset with ability to meet and exceed sales targets
- Ability to create technical documentation and presentations
- Willing to travel overseas for work assignment
- Excellent communication and interpersonal skills (Greek and English)
- Ability to understand technical information and present it in an understandable way

#### **Additional requirements:**

- Experience in technical sales, preferably in the PCB assembly and cables/harness manufacturing industry
- Understanding of PCBs & cables/harness, manufacturing processes and industry standards

#### **What we offer:**

- Competitive compensation package
- High standards working environment
- Possibility of cooperation with International Companies & Executives
- Continuous education
- Career development opportunities

Please send your CV to address mail: [ibd@prismael.com](mailto:ibd@prismael.com) by referring the relevant Ref Code (ex. SA-2400).