

Würth Electronics Midcom Inc.

121 Airport Drive • P.O. Box 1330 • Watertown, SD 57201-6330, USA
 T: +1-605-886-4385 • Toll Free: +1-800-643-2661
www.we-online.com/midcom

Midcom

Job Title Distribution Inside Sales Representative
Location Elgin, Illinois
Department Distribution Inside Sales
Reports To Distribution Sales Manager

Würth Electronics Midcom is a dynamic solutions provider to the electronics industry. With world headquarters in Germany, we have grown from a strong European organization into a leading world supplier of inductive and EMC solutions.

Position Duties

- Partner with the outside sales force to increase sales by responding to customer inquiries and recommending alternate products based on availability and specifications.
- Generate quotations, oversee and manage customer orders, forecasts, contracts and expedites.
- Proactively contact local distribution sales branches and customers following sales to ensure ongoing customer satisfaction and educate customers on all products with the goal to increase market share through cross-selling, up-selling and add-on sales.
- Request regular forecasts from customers and communicate customer requirements to the Supply Chain Department as well as any unexpected increases or decreases in demand for products.
- Use company software programs to record all customer management activities and plan follow up actions for the territory.
- Understand the basic applications, capabilities, and competitive advantages of our products.
- Maintain regular contact with established customer base and distribution customer base with an emphasis on developing long term relationships.
- Coordinate outside sales, management, engineering, quality, and operations personnel, in customer interface situations as required.
- Provide training for newly hired sales personnel.
- Work with distribution to expedite the registration program and utilize software programs to update projects in the system.

The qualified candidate will be a confident, direct, poised communicator with the ability to make a good connection with a customer over the phone. Must be a creative problem solver and have a strong desire to meet goals and objectives.

Visit www.we-online.com/midcom for more information on our company.

US citizens and permanent residents only please.

To apply, complete the application below and return to Würth Electronics Midcom:

- by email: hrrecruit@we-online.com
- by fax: (605) 886-4486
- by mail: Würth Electronics Midcom Inc.
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midcom@we-online.com · www.we-online.com



APPLICATION FOR AT WILL EMPLOYMENT

We are an equal opportunity employer, dedicated to a policy of nondiscrimination in employment on any basis including race, creed, color, age, sex, religion or national origin.

PERSONAL INFORMATION

Date:

Name:
Last First Middle

Social Security Number: Telephone:

Address:
Street City State Zip

E-mail Address:

Have you ever worked under or attended school under a different name? Yes No

If yes, what name?

Referred by:

EMPLOYMENT DESIRED

Regular Temporary Summer Work Part Time

Position: Date you can start:

Are you employed now? Yes No If so, may we contact your present employer? Yes No

EDUCATION/TRAINING

	Name and Location of School	Check Last Year Completed	Did You Graduate?	Subjects Studied and Degree(s) Received
High School	<input type="text"/> <input type="text"/>	<input type="radio"/> 1 <input type="radio"/> 2 <input type="radio"/> 3 <input type="radio"/> 4	<input type="radio"/> Yes <input type="radio"/> No	<input type="text"/> <input type="text"/>
College	<input type="text"/> <input type="text"/>	<input type="radio"/> 1 <input type="radio"/> 2 <input type="radio"/> 3 <input type="radio"/> 4	<input type="radio"/> Yes <input type="radio"/> No	<input type="text"/> <input type="text"/>
College	<input type="text"/> <input type="text"/>	<input type="radio"/> 1 <input type="radio"/> 2 <input type="radio"/> 3 <input type="radio"/> 4	<input type="radio"/> Yes <input type="radio"/> No	<input type="text"/> <input type="text"/>

Other special training you have received:
Training Place Date

Are you an Armed Forces Veteran? Yes No Period of Service: to

Have you been convicted of a felony? Yes No

EMPLOYMENT RECORD

List below last four employers, starting with most recent or current position.

From/To (Month and Year)	Name & Address of Employer	Salary	Job Duties	Reason for Leaving
1.				
2.				
3.				
4.				

REFERENCES

Give below the names of three of the above employers whom we may contact.

1.	<input type="text"/>	<input type="text"/>	<input type="text"/>
	Employer/Supervisor	Company	Telephone
2.	<input type="text"/>	<input type="text"/>	<input type="text"/>
	Employer/Supervisor	Company	Telephone
3.	<input type="text"/>	<input type="text"/>	<input type="text"/>
	Employer/Supervisor	Company	Telephone

I authorize the references listed above to give you any and all information concerning my previous employment and pertinent information they may have, personal and otherwise. I release these parties from any liability for any damage that may result from furnishing this information to you.

PERSONAL RECORD

I hereby consent to a medical exam if requested by Wurth Electronics Midcom Inc. as a condition of potential or continuing employment

Another number at which I may be reached: Name: Phone:

I authorize investigation of all statements contained in this application. I understand that misrepresentation or omission of facts called for is cause for dismissal. Further, I understand and agree that my employment is for no definite period and may be terminated at any time without previous notice.

Date: Signature: