



Independent Account Representative – Germany

Alpha Translations Canada Inc. is a well established Canadian-based company, offering translation and language consulting services to companies spanning the globe. With representation in Germany and the US, we specialize in providing top quality translations in the fields of law, finance, marketing and engineering. Our clients include the world's top law firms, global enterprises, as well as Fortune 500 companies around the globe.

To further expand our European presence we are seeking an Account Representative for Germany.

Job summary

We are currently hiring for the position of Independent Account Representative Germany to generate new business, expand our presence in German-speaking Europe and provide customer service support to our existing clients. Responsibilities include prospecting for new business, strengthening relationships and expanding our business with key accounts through calls, personal visits and networking. He/she shall deliver on the target business development plan as specified by Alpha Translations Canada Inc., and the Account Representative shall represent Alpha Translations in the assigned geographic territory to potential and existing clients and shall act with integrity and in accordance with Alpha's Vision, Mission and Values.

We offer:

- A flexible and interesting career in a fast-growing, international company
- Opportunity to gain international work experience
- Work with a professional and highly motivated team
- Ongoing support and training
- Opportunity to play a part in shaping the company through innovative ideas and teamwork
- High profile start-up portfolios of clients and leads in the assigned territory
- Opportunity to travel

The Account Representative is expected to:

- Prospect for new business and deliver on agreed targets
- Network and promote Alpha Translations and establish positive relationships with prospects and clients
- Work in collaboration with our global team to ensure effective communication regarding client accounts
- Provide excellent customer service support to clients during European business hours

You have:

- A professional background in the language industry and a sound knowledge of standard translation and project management processes
- Excellent customer service skills, sales experience in the language industry are an asset
- Excellent communication skills, verbal and written, in English and German, and are a good listener
- Drive and enthusiasm combined with a strong will to succeed
- A positive attitude, discipline and professionalism
- A solutions-oriented approach, are results-driven and a flexible and innovative thinker
- The ability to work independently and in a team, and to follow processes
- Experience in the legal, financial or investment field (optional, and an asset)
- Confidence and believe in own abilities, and enjoy networking and making new contacts

The ideal candidate will identify with the company's Mission and Values.

Please send your application to mhecken@alphatranslations.ca

At Alpha Translations Canada Inc., we take pride in our Mission, Vision and Values. They represent what the company is setting out to achieve, and reflect its history and soul. We are guided by these values in everything we do.

Our Mission:

Our Mission is to service our clients' need for high-quality specialized translations - even within the tightest deadlines. We do so by utilizing the world's time zones and working with the most qualified professionals. Our unsurpassed personal service and project-driven solutions are tailored to our clients' unique global business requirements.

We strive to make the impossible possible.

Our Values:***Clients' Needs First:***

We actively seek to understand our clients' needs and offer innovative and flexible solutions that add value to our clients' business and ours. This is the core principle which guides all our decisions.

Lean Growth

In providing our services we strive to grow and add value to all our stakeholders. We will do so by applying lean principles, innovative thinking and finding creative solutions.

Strong Relationships (1+1=3)

We build and nourish strong relationships with our clients, our team and our service partners to each others' mutual benefit.

Empowered People

Each member of the Alpha Team has a vested interest in and is personally accountable for the successful outcome of each project and the satisfaction of each client.

Respect and Cross Cultural Integrity

We will act with awareness, openness and respect towards other people and other cultures, and always seek first to understand, then to be understood.

Fun and Fulfillment

We will have fun doing so and give every member of our team the opportunity to reach their dreams and goals, and to find strength and happiness in their personal and professional lives.