

THE FUTURE IS YOURS. WE HAVE THE PERSPECTIVES.

EMEA Sales Manager (m/f)

Arrow Electronics is a global provider of products, services and solutions to industrial and commercial users of electronic components and enterprise computing solutions, with 2015 sales of \$23.28 billion. Arrow serves as a supply channel partner for over 100,000 original equipment manufacturers, contract manufacturers and commercial customers through a global network of more than 460 locations serving over 85 countries. A Fortune 150 company with 18,500 employees worldwide, Arrow brings technology solutions to a breadth of markets, including telecommunications, information systems, transportation, medical, industrial and consumer electronics. Arrow provides specialized services and expertise across the product lifecycle.

Arrow does this by connecting customers to the right technology at the right place at the right time and at the right price. Arrow provides extraordinary value to customers and suppliers - the best technology companies in the world - and connects them through the company's industry-leading services.

Arrow ECS EMEA is currently seeking for an **EMEA Sales Manager (m/f)** for the Networking and Security division based in Europe, tbd.

Main duties and responsibilities:

The European Sales manager is responsible for driving, managing and expanding the overall strategic relationship, ensuring business alignment, executive sponsorship and development of one or several vendors inside Arrow ECS. Your ability for conceptual thinking, your proactivity and vigorousness will contribute to success. You see it as a challenge to continually develop the business and you are ahead of the market.

Key deliverables will include but are not limited to:

- > Development and execution of strategic sales plans
- > Develop both local and executive level relationships
- > Manage vendor relationships at multiple levels
- > Manage the local execution of EMEA wide initiatives for each strategic program, market segment and product line

- > Drive forecasting process for vendors in scope
- > Provide support and direction to local country brand leaders
- > Work closely with all internal departments within Arrow ECS EMEA towards the achievement of financial and business goals

Qualifications and requirements:

The candidate should as a minimum have the following experience:

- > Minimum 5 years of relevant sales experience ideally in the Networking or security industry
- > Ability to demonstrate a clear understanding of the market Has developed and executed tactical sales plans including setting quotas and objectives
- > Demonstrate that they have worked effectively within a team and on their own
- > Demonstrate the ability to work as part of a matrix organization

Qualities:

- > Strong leadership qualities
- > Strong degree of structure and organization
- > Ability to enthuse, to connect and mobilize people involved
- > Stress-resistant
- > Good understanding of solution selling and the total value of an IT solution
- > Demonstrate a strong understanding of the full needs of the wider business in relation to the sales organization

Skills:

- > Fluent in English and ideally another large European language but not compulsory
- > Strong writing and communication skills
- > Strong negotiation skills
- > Good listening skills
- > Good IT skills within main software productivity packages (MS Office etc.)

The Sales manager will be part of the Netsec Division reporting to the Director and head of Networking and Security for EMEA. Travel is estimated to take up to 40-50% of working time. This is a great opportunity for someone wanting to gain some European experience to help further their career within Arrow.

Don't miss this chance to join a dynamic business with an interesting future perspective.

Watch our company video to get a first impression about the world of Arrow.

If you are interested in this role, please send your application including your earliest start date and salary expectation to:

bewerbungen.ecs.de@arrow.com

Arrow ECS AG

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Further insights are waiting at [#lifeatarrow](#).

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