

Business Development Manager

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Company: Arrow Electronics

Location: United Kingdom

Category: other-general

Position:** Business Development Manager ***Job Description:** ***ABOUT THE ROLE*Critical role in Check Point team for Distribution Managed Business (mid-market) development.* The Business Development Manager in Arrow will be responsible for the assessment of existing and potential customers, defining product needs, and sales execution. The role will involve continuous relationship development between the business area, regional teams, and vendors to ensure a trust and support of business objectives.***What You'll Be Doing**** Working with Arrow Account Managers (Internal Sales) and Account Director's (External Sales), to identify the key reseller partners with good potential to develop sales of the vendor's products and services.* Working with these partners to ensure they have all the tools necessary to realize their sales potential* Execute successful business plans with channel partners* Build and maintain strong relationships within the vendor and within the channel customer base* Identify new partners and engage and enable accordingly to drive incremental sales* Initiating marketing campaigns for the partners to find new leads* Working with Account Managers and Account Directors to ensure purchasing will buy from Arrow. Regular and accurate forecasting of opportunities, providing intel for both short- and long-term deals* Enable partners by providing regular sales training either face to face or via webinar and facilitating the delivery of technical training* Gain a high-level profile and trust within the partner base to ensure Arrow are brought in on larger projects* Taking ownership of those projects, where appropriate dealing with the end user to ensure key benefits have been understood, competitors eliminated, objections removed, budget approved and that they move to a successful conclusion***What We Are Looking For**** Outside Business Development

& Sales experience. The successful candidate will be a professional salesperson who can demonstrate consistent over achievement within a sales role.* *Typically requires 5–7 years of related experience with a 4-year degree; or 3 years and an advanced degree; or equivalent work experience*.* Previous sales experience in selling IT and network security solutions would be an advantage* Must be able to prepare and deliver Sales Presentations and proposals* Ability to work in a fast-paced team environment* Excellent organization and creativity skills* Excellent customer service skills* Strong assessment/prioritization skills* Ability to make decisions under pressure* Ability to create positive impressions with customers, business partners and staff*WHO WE ARE:* *Arrow Enterprise Computing Solutions* (ECS), a part of Arrow Electronics, brings innovative IT solutions to market to solve complex business challenges. We deliver value-added distribution, business consulting and channel enablement services to leading technology manufacturers and their channel partners. We help businesses grow faster, operate efficiently, and transform in a dynamic market. *Arrow is an equal opportunity employer and is committed to create a diverse working environment by providing equal employment opportunity for all qualified persons.* #LI-GK *Location:* UK-Newmarket, United Kingdom (Fordham Road) *Time Type:* Full time*Job Category:* Sales

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