

United Kingdom Jobs Expertini®

Business Development Representative

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Company: Arrow Electronics

Location: United Kingdom

Category: other-general

Position: Business Development Representative *Job Description:* *Job title: *Business Development Representative – Bitdefender*Location:* United Kingdom, Newmarket office or Remote*Reporting to:* Business Manager*Division:* Arrow Enterprise Computing Solutions (ECS)*Vendor: *Bitdefender*ABOUT THE ROLE* As a key member of the Networking & Security Team, the prime function is to actively drive sales, develop and successfully take Arrow's Bitdefender business to market. The successful candidate will be a professional sales person who can demonstrate consistent over achievement within a sales role; they will be self-motivated, focused and will be able to demonstrate a proactive approach to driving incremental sales.*WHAT WILL YOU DO:* * 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* 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*WHO YOU ARE:* * Outside Business Development & Sales experience* Previous sales experience in selling Cybersecurity 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* Experience and knowledge of any of the products distributed by Arrow and channel sales desirable.*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-KC1 *Location:* UK-Newmarket, United Kingdom (Fordham Road) *Time Type:* Full time *Job Category:* Sales

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