

EMEA Alliances Sales Director - Cyber Security

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Company: Arrow Electronics

Location: United Kingdom

Category: other-general

***Position:** EMEA Alliances Sales Director - Cyber Security ***Job Description:** The European Vendor Sales Director is responsible for owning, driving and expanding the overall strategic relationship with the vendors, ensuring business alignment, executive sponsorship and development of afore mentioned vendors inside Arrow. Your ability for conceptual thinking, commercial acumen and new opportunity identification and your proactivity and commitment will contribute to success. You continually develop the business and you are ahead of the market. ***Key Activities** ***Duties** will include, but are not restricted to the following: ***Senior management of strategic relationships with the vendors (C-level/Senior Management)** ***Ownership, development and execution of strategic sales plans and investment initiatives** ***Manage the local execution of EMEA wide initiatives for each strategic program, market segment and product line** ***Coordinate forecasting/pipeline process for vendors in scope, in line with Arrow Countries** ***Provide sales leadership and management to the Regional VPs, Country Managers and Business Unit Leaders in their daily business** ***Work closely with all internal departments/Countries within Arrow ECS EMEA towards the achievement of financial and business goals** ***Management of Junior Business Development people to support you and your vendor responsibilities.** ***Requirements:** ***The candidate should as a minimum have the following experience:** ***10-15 years of relevant sales experience, managing vendor relationships, processes and programs and/or sales personnel within the IT industry** ***Has developed and executed strategic sales initiatives including setting business expectations and objectives** ***Demonstrate that they have worked effectively with marketing to maximize effectiveness of Go to Market programs** ***Demonstrate**

leadership abilities, team management and interpersonal skills* Demonstrate ability to work in a matrix organisation**Qualities*** Strong leadership/management qualities* Strong degree of structure and organisation* Ability to enthuse, to connect and mobilize people involved* Has a good understanding vendor strategies and can evangelise the vendor propositions* Demonstrate a strong understanding of the full needs of the wider business in relation to the sales organisation**Skills*** Fluent in English and ideally another large European language (Written and verbal)* Strong writing and communication skills* Strong influencing and negotiation skills* Senior relationship building* Strong presentation skills**Competencies*** Accountable* Collaborates* Customer Focus* Commercially astute* Drive Results* Innovation* *HOURS OF WORK * The company's standard hours of work are 9.00am – 5.30 pm with one hour for lunch. The Sales Director will be part of the Sales Director team, which reports to the Head of Netsec Alliances EMEA (currently based in UK). Travel is estimated to take up 60% of working time (notwithstanding current Covid Travel Restrictions). *Location:* UK-United Kingdom - Remote *Time Type:* Full time*Job Category:* Sales

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