

United Kingdom Jobs Expertini®

Field Sales Representative

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Company: Arrow Electronics

Location: United Kingdom

Category: other-general

Position:** Field Sales Representative ***Job Description:** *ABOUT THE ROLE****The role of the Field Sales Representative at Arrow will be responsible for maximizing sales and gross profit within the account base. The role will combine both Internal and External account coverage as well as key supplier interaction. The role will require working within an assigned account base to grow and develop the business, by Understanding the organizations structure, products and end markets of all key customers, to forge relationships and influence decision makers at all levels. The right individual will have extensive experience within the industry, thrive on competition and be able to negotiate comfortably. ****KEY TASKS/ RESPONSIBILITIES:**** Work within an assigned account base to grow and develop the business* Understand organization structure, products and end markets of all key customers, forge relationships and influence decision makers at all levels.* Maintain a monthly forecast by account.* Maintain an acceptable knowledge on our competitors and the market place* Utilize the Management resource within your account base,* Take ownership and manage account issues and complaints within your account base.* Promote the companies in-depth Value-added Server proposals.* Provide insight to create value for the clients business.* Network with all team members working within AIS and Sustainable Technologies. ****A FEW THINGS YOU'RE AN EXPERT AT**** Proven ability to develop new business and increase sales within established accounts* Ability to utilize company resources and best practices* A persuasive communicator and assertive negotiator with strong deal closing abilities* Excellent time management and aptitude* Good presentation and analytical skills.* Business Acumen, collaboration and networking skills* Passionate & excellence on customer satisfaction**A

FEW MORE THINGS YOU ALSO KNOW (OR WANT TO LEARN)** Proven work experience as an Account Manager, Key Account Manager, Sales Account Manager, Junior Account Manager or relevant role* Demonstrable ability to communicate, present and influence key stakeholders at all levels of an organization, including executive and C-level* Solid experience with CRM software (e.g. Salesforce, Zoho CRM or HubSpot) and MS Office (particularly MS Excel)* Experience delivering client-focused solutions to customer needs* Proven ability to juggle multiple account management projects at a time, while maintaining sharp attention to detail* Excellent listening, negotiation and presentation abilities* Strong verbal and written communication skills* Educated to Degree or 5 years in related subject#LI-GK #LI-remote
Location: UK-United Kingdom - Remote *Time Type:* Full time*Job Category:* Sales

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