

United Kingdom Jobs Expertini®

Global Account Manager

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Company: Arrow Electronics

Location: United Kingdom

Category: other-general

***Position:** Global Account Manager ***Job Description:** ***Position:** Global Account Manager (m/f/d) ***Job Description:** Arrow Electronics, Inc., a Fortune 110 company, is one of the world's largest electronics distributors, and one of Fortune Magazine's 'Most Admired Companies'. Arrow Electronics is a global provider of products, services, and solutions to industrial and commercial users of electronic components and enterprise computing solutions. Arrow employees work on many technological advancements, around the globe, in many different markets. Arrow has created an environment that fosters growth and development, through collaboration with our co-workers, customers, and suppliers. Our team at Arrow is working toward a common goal—success for Arrow and our partners.

LOCATION*:** 100% Home based (UK, Harlow, or Netherlands, north Germany, Scandinavia) ***DEPARTMENT*:** Arrow Global Components (AGC) - Sales ***REPORTING* *TO*:** EMEA Sales Director ***ABOUT THE ROLE The tension between possibility and practicality is what we resolve. At Arrow, we've come full circle — from being a parts supplier at the physical heart of the radio business to being a global partner in the ongoing transformation of the most complex and exciting business on the planet. We are visionaries, Innovators, Mentors. To thrive and survive in today's marketplace, we anticipate what will come tomorrow for our forward-thinking partners. As a Global Account Manager for the Global Strategic Accounts, you will be responsible for looking after 3-5 multinational customers that are headquartered within EMEA. You'll be responsible for formulating and executing on long term growth strategies for Arrow's enterprise offer, influencing customers' centralized sourcing and technology teams at an executive level and

oversight of existing supply chains to ensure that mutual KPI's are met and exceeded. This requires a self-motivated professional who is comfortable with regular travel within EMEA, with proven ability to collaborate with business partners at an executive level. You'll have a proven track record of managing and growing multiple and complex large-scale accounts. *A FEW THINGS YOU'RE AN EXPERT AT** Delivering Results* Comfort with executive dialogue* Networking, influencing, and relationship building* Setting compelling strategies* Bringing peers along with you* Dealing with Ambiguity* Account Territory Management*WHO YOU ARE: ** Sales experience preferably in electronic industry, min. 5, ideally 10 years (preferable working with distribution, electrical components)* Experience working on strategical accounts – industrial customers* Degree qualified in economic studies combined with electrical/electronic or a comparable experience in the field of Supplier & Customer sales and distribution would be a plus* Open, flexible, and energetic colleague with excellent communication and networking skills* Good analytical skills* Confident and compelling#LI-GK#LI-remote *Location:* DE-Germany - Remote *Time Type:* Full time *Job Category:* Sales

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