

# United Kingdom Jobs Expertini®

## Vendor Sales Specialist

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Company: Arrow Electronics

Location: United Kingdom

Category: other-general

**\*Position:** Vendor Sales Specialist **\*Job Description:** **\*What You Will Be Doing at Arrow?\***

The aim of the role is to have full responsibility for acquiring, developing and retaining business within technology partner accounts\* Building and maintaining strong relationships within Sophos \* Identifying new partners and engaging, enabling to drive sales \* Working with Arrow Account Managers to identify the key reseller partners with good potential to develop sales of the Vendor's products and services\* Enable partners by providing regular commercial training, typically via MS Teams and facilitating the delivery of technical training \* Regular and accurate forecasting of opportunities, providing detail for both short and long term deals \* Giving support to Sales function, providing Sales Support activities for the Order to Invoice process (quoting, fulfilling demand, ensuring on-time delivery of orders and troubleshooting other customer problems)\* Acting as Product Specialist and developing knowledge of Vendor product portfolio\* Taking responsibility for self-development in both product knowledge and job competencies**\*What Are We Looking For?\***The successful candidate will be a sales person who can demonstrate an established list of achievements within a sales environment.**\*A FEW THINGS YOU'RE AN EXPERT AT\*\*** Sales and prospecting experience\* Customer Service Excellence (Customer Focus) \* Strong verbal and written communication; Good phone etiquette\* Delivers Results (Drive for Results) \* Influence and Relationship Building (Peer Relationships) \* Sound business acumen and ability to understand and interact with customers of all types\* Negotiating **\*The Skills That Will Help You to Succeed Even More:\*\*** Work experience in IT or sales environment\* Self-motivated with a hardworking and proactive approach\* Ability to learn product benefits and

key technical concepts (training will be given)\*What is in it For You?\*

**Development Opportunities:**\*This is an ideal career move for a motivated sales professional looking to assume account management and IT Vendor responsibility working with international brands.

**Hours of Work:**The company's standard hours of work are 9.00am – 5.30 pm with one hour for lunch.

**About Us:**\*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.

**\*Location:\*** UK-Newmarket, United Kingdom (Fordham Road) **\*Time Type:\*** Full time **\*Job Category:\*** Sales

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