

# United States Jobs Expertini®

## Channel Development Representative

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Company: Arrow Electronics

Location: United States

Category: other-general

**\*Position:** Channel Development Representative **\*Job Description:** Our next Channel Development Representative will work closely with Sales and Marketing in support of the field sales organization by providing the following in the Commercial NetApp space: Sales and Marketing reports; creating dashboards; demand gen tracking; presentations, vendor-facing reports. Will require interfacing with Arrow and vendor field sales personnel to develop best practices on delivering comprehensive support to the organization. Will work with Arrow internal groups to drive the Business Intelligence aspect of the segment. **\*What we are looking for\*\*** Responsible for the day-to-day sales support and customer service activities for assigned accounts, territory, or product(s). Focuses on growing and developing new business; proactively calls and engages partners to grow sales for assigned accounts and rebuilding of underpenetrated and neglected relationships with Arrow customers. This position will call on customers; provide product information, and follow-up on quotes to close business for Arrow. Identifies, enables and develops high-potential and non-repeat partners. Determines and understands customers' requirements for Arrow product offerings and services. Translates products and promotions into benefits for a customer. Provides alternative products and solutions. Serves as a liaison between Arrow's internal resources (field sales, engineering, supplier marketing, manufacturing facilities, purchasing and other corporate departments), vendor resources and customers. Demonstrates a proactive approach and sense of urgency on our customers' behalf, anticipates our customers' requirements and communicates efforts in a timely and effective manner. **\* Demand Generation and Customer Opportunity Support:** Drives sales growth through new customer rebuilding of underpenetrated and

neglected relationships. Focuses on growing and developing new business; proactively calls and engages partners to grow sales for assigned accounts. Identifies, enables and develops high-potential and non-repeat partners. Generates leads and follows-up on leads obtained through suppliers and Arrow internal sources. Qualifies prospects, analyzes sales potential, and then prioritizes high-return opportunities for further attention/investment. \* Leverages Arrow and vendor programs and promotions to progress a transaction through the sales cycle. Manages vendor special pricing programs including; submissions for pricing request and any data or program dependencies, tracking requests for approval, logging of all submissions and results, and notification to the customers of any outstanding or expiring requests. Involves other resources (field, brand, engineering, financing, vendor, etc) to address issues. May use resources such as salesforce.com to accomplish job duties. \* Quote and Order Preparation: Processes quotes for specified customers and/or quote revisions for mass price changes, program changes or part changes. Prepare orders, from quote work if applicable, for submission based on receipt of the customers' purchase orders ensuring that all required information for accurate processing is included.\* This job profile requires the assignment and participation in a sales compensation plan. A portion of OTE will be variable and tied to specific sales-related goals as set forth by Arrow. The annual On Target Earnings (OTE) potential for this position is approximately \$81,000 to \$99,000.\*What we are looking for\*\* 4 year degree and a minimum of 5 years of related experience; or an advanced degree without experience; or equivalent work experience.\* Hunter mentality\* Experience in in technical sales, data center and cloud sales preferred\* Customer service experience\* Experience selling though the channel preferred\* Competitive mindset\* Self motivated\*What's In It For You\*At Arrow, we recognize that financial rewards and great benefits are important aspects of an ideal job. That's why we offer competitive financial compensation, including various compensation plans, and a solid benefits package.\* Medical, Dental, Vision Insurance\* 401k, With Matching Contributions\* Paid Time Off\* Health Savings Account (HSA)/Health Reimbursement Account (HRA) Options\* Growth Opportunities\* Short-Term/Long-Term Disability Insurance\* And more! \*Annual Hiring Range/Hourly Rate:\* \$38.94 - \$47.60Actual compensation offer to candidate may vary from posted hiring range based upon geographic location, work experience, education, and/or skill level. The pay ratio between base pay and target incentive (if applicable) will be finalized at offer. \*Location:\* US-CO-Colorado (Remote Employees) \*Time Type:\* Full time \*Job Category:\* Sales \*EEO Statement:\* Arrow is an equal opportunity employer. All applicants will be considered for

employment without attention to race, color, religion, gender, age, sexual orientation, gender identity, national origin, veteran or disability status. [(Arrow EEO/AAP policy)](

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