



ARROW ENTERPRISE COMPUTING SOLUTIONS

JOB TITLE: Business Development Director EMEA
LOCATION: Europe
REPORTS TO: EMEA Vice-President Operations & business transformation

Overall responsibilities

- Prepares the EMEA annual Business Development Plan for top vendors of ARROW's portfolio he is in charge and follow up yearly targets (revenue, margin and market shares) and qualitative objectives in coordination with the EMEA Management board
- Develop and implement strategies for new products and services and submit business sales opportunities to Arrow ECS EMEA Management Board
- Provide maximum level of interconnection / lobbying at Executive level within vendors organization for a trustful long term partnership and "evangelize" Arrow ECS value proposition on behalf of Arrow ECS EMEA Management Board.
- Provide direction, guidance to countries to ensure alignment to ARROW as well as Vendors' strategies and implement best practices sharing across regions to ensure consistency and unified sales and marketing countries plans.
- Lead Executive meetings (QBR, calls...) to ensure visibility and follow up
- EMEA Vendor focal point of contact for business and operations (Programs, Qualitative & Quantitative targets, Business operations...) including EMEA relay for Arrow ECS Worldwide projects.

Your profile

- Recognized as senior and autonomous you have 10 years of experience in the IT industry (vendors, distributors, channel) and a proven track record of management is required
- Bachelor Degree/Master in Business Administration/Marketing or equivalent.
- Excellent negotiation skills
- A pro-active self-starter who can operate both individually and as part of a team
- Analysis, positioning, business justification and closing skills are required
- Superior presentation and excellent oral and written communication skills
- High commercial acumen and a record of confidence dealing with middle managers through to executives
- Travel is essential for this position

Please send your application to: ARROW ECS, DRH - 38-40 rue Victor Hugo - 92411 Courbevoie Cedex – France or jobs@arrowecs.fr