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Regional PEMCO Manager – Benelux region

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Company: Arrow Electronics

Location: Luxembourg

Category: other-general

Position:** Regional PEMCO Manager – Benelux region ***Job Description:** As ***Arrow Global Components *(AGC)**, a part of Arrow Electronics, we are a leader in distribution and value-added services related to electronic components. We resell, customize, and distribute electronic components to our clients all over the world. Our business is based on a trusted, long-lasting net of relationships with industry leaders, both on the supplier and customer side. ***Regional PEMCO Manager – Benelux region Location: Belgium, Netherlands or Luxemburg – remote (or based in Arrow office)***About the role:**As the Regional PEMCO Manager, you will own, develop and drive the PEMCO business within the Benelux region. You will be reporting directly to the Vertical Director PEMCO and having the dotted reporting line to the regional Sales Leader.You will execute the vertical, marketing, engineering & sales strategy for PEMCO by working in a matrix with the vertical, regional sales and engineering leaders as well with the solution FAEs, MDEs & PEMCO specialist FAEs, in order to drive profitable sales and Market share growth.***Your main responsibilities:**
**** Delivering profitable PEMCO market share gains across the entire region through:- driving EMEA key strategies within the region- driving PEMCO Design Conversion through the Sales & Engineering Organization* driving Non-Demand Creation PEMCO projects and Sales through the Organization- leading and supporting Inside Sales Reps ISRPs to performance in proactive PEMCO selling* Developing and implementing financial and logistics programs to enable sales to both win market share and improve our overall productivity* Implementing & execute EMEA supplier strategy and programs within the region and define aligned regional strategies and programs to support this* Participating**

actively in European initiatives when applicable, influencing European Marketing and Engineering strategies* Forging strategic and influential supplier relationships at all levels, EMEA and regional and leverage to pro-actively drive:* Owning Regional QBR and DWIN process for PEMCO and manage supplier business plans* Work alongside regional managers to train, enable and develop the field engineering & sales teams* Acting as positive spokesperson for the region both internally and externally* Supporting Sales organization as escalation resource on PEMCO issues* Working in collaboration with all Arrow teams to exceed customer expectations* Interacting seamlessly with CSR partners* Participating in the regional review of the quote follow-up process*Your profile:** Proven experience of at least 10 years in the PEMCO Sales area* Requires in-depth knowledge and experience on a similar position* Knowledge of the industry and the local markets* Solves complex problems; takes a new perspective using existing solutions* Works independently; receives minimal guidance* Acts as a resource for colleagues with less experience* Contributes to process improvements* Typically resolves problems using existing solutions* Provides informal guidance to the Sales teams* Ability to hold business conversations with the Senior Management level (Country Leaders, Directors, etc.)* Ability to build strong internal and external relationships and make critical contacts* Must be fluent in English, spoken and written, Dutch and French at a very good level* Influencing & Relationship Building* Excellent presentation and negotiation skills* Individual Contributor and the Team Player at the same time*What do we offer:*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, as well as the opportunities to grow within company's structure.*Are you passionate about driving purposeful technology innovation? If so, do not delay and apply now!#LI-AB1 *Location:* NL-Netherlands - Remote *Time Type:* Full time*Job Category:* Information Technology

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