

Account Manager

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Company: Arrow Electronics

Location: Beijing

Category: other-general

Position:** Account Manager ***Job Description:** ***Account ManagerWe are looking for Account Manager to join our component business. The location of this role is Shenzhen, Shanghai, Beijing, Guangzhou, Dongguan, Zhuhai, Suzhou, Nanjing, Wuhan, Chengdu, Qingdao, Shenyang, Changsha, and Hangzhou, China. This role will be responsible for developing all customer key relationships to ensure strong foundation for solution selling. The major objectives and challenges are to grow customer base and size, to seek and identify potential customers and bring them up to next level at Arrow.***What You'll Be Doing**** Provides the highest level of service to meet customer satisfaction while maintaining efficiencies in corporate operational processes and procedures* Serves as a liaison between Arrow's internal resources, 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* Processes routine customer orders accurately and timely.* Resolves discrepancies with the customer prior to order entry.* Enters sales orders into the Arrow system.* Review backlog report to fulfill orders most effectively.* Meets customer service agreements established in SOW* Backlog Management, Billing and Resolution of vendor Invoice Discrepancies and Claims***What We Are Looking For**** Typically requires a 4-year degree. Graduates from 985/211 universities are highly preferred.* A minimum of 5-year of sales experience in semiconductor companies or electronics distributors for Account Manager position. Majors in Electronics Engineering, Computer Engineering are preferred.* Could Work within established procedures with a moderate degree of supervision* Clear and proper communication and articulation skills*

Proactive, flexible and result-oriented with can-do attitude*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 Insurance* Life Insurance* Performance Bonus* Paid Time Off* Special/Extra Leave* 5-Day Work Week* Growth Opportunities* And more!*About Arrow **Arrow Electronics,* Inc. (NYSE: ARW), an award-winning Fortune 102 and one of Fortune Magazine's Most Admired Companies. Arrow guides innovation forward for over 180,000 leading technology manufacturers and service providers. With 2020 sales of USD \$28.67 billion, Arrow develops technology solutions that improve business and daily life. Our broad portfolio that spans the entire technology landscape helps customers create, make and manage forward-thinking products that make the benefits of technology accessible to as many people as possible. Learn more at [www.arrow.com](

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