

Arrow employees live in a world of 'Five Years Out' where new technologies, new materials, new ideas and new electronics will make life not only different, but better. Could you be one of them?

We are currently looking for

Internal Sales Representative

Work location: Cluj Napoca

WHAT YOU WILL DO?

- Support sales activities from receiving orders to issuing invoices.
- Act as customer point of contact for price requests, quoting coordination.
- Develop and manage effective relationships with assigned customers.
- Maximize margins and ensure profitability targets, set for the assigned customers, are met.
- Ensure that Service Level Agreements and KPIs for assigned customers are met.
- Negotiating credit lines & terms and being the first point of escalation for credit related issues.

WHO YOU ARE?

- You like helping clients. You are patient and calm even under pressure.
- You enjoy taking on difficult challenges and finding solutions.
- You speak English fluently.
- You communicate clearly. You are comfortable communicating in writing and on the phone
- You know our industry well enough to be able to identify growth opportunities
- You are motivated and driven.

WHAT WE OFFER?

- Employee benefits
- Open-minded corporate culture
- Reliable & trusting employment relationship
- Cooperative team with flat hierarchies and short ways of communication
- Professional and personal development

If you want to join us APPLY NOW!

ABOUT US

Arrow Electronics is a global provider of products, services and solutions to industrial and commercial users of electronic components and enterprise computing solutions, with 2017 sales of \$26.81 billion.

A Fortune 150 company with 18,800 employees worldwide, Arrow serves as a supply channel partner for over 150,000 original equipment manufacturers, contract manufacturers and commercial customers through a global network of 345 locations serving over 80 countries.

Arrow provides extraordinary value to customers and suppliers - the best technology companies in the world - and connects them through the company's industry-leading services.

More information: www.fiveyearsout.com