



The Solutions People



POSITION TITLE: Associate Vice President – Pacific Northwest GEO Leader

LOCATION: Redmond, Washington / Greater Seattle Area

Position Summary

This position is focused on growing the Engineering R&D (ER&D) / Product Engineering Services (PES) business in Pacific Northwest, specifically selling globally into Microsoft, Amazon, and other strategic accounts within the defined territory. Experience in selling Embedded, Digital, Test-Automation, and Silicon Engineering services and structuring large value deals is essential.

The ideal candidate should have direct and first-hand experience of expanding in the above-mentioned accounts, building, and managing a high-performance sales and business development team.

Direct experience and a good understanding of the sales process as well as collaborating with a globally distributed engineering delivery organization and solutions team are also critical requirements of this role.

Roles & Responsibilities

- Sell ER&D services in Pacific North West
- Pro-active analysis of Digital Engineering and Embedded opportunities in the target business lines and identifying potential customers within the account base.
- Develop and present the einfochips value propositions – in Embedded, Hardware, Software, IOT, Mobility, AI/ML, Analytics, Cloud Operations and ASIC engineering to the potential customers.
- Understanding of Customer digital transformation and industry technology trends.
- Hunt/prospect/call on mid to large enterprise customers across North-West.
- Existing relationships as well as the ability to engage and develop meaningful relationships within the C-suite and SVP / VPs is critical to this role.
- Leverage existing relationships while collaborating with other divisions within Arrow Electronics to provide comprehensive solutions to the customer base.
- Individual must have a solution mindset – addressing customers' pain points while structuring large value / multi-year engagements.
- Achieve monthly, quarterly and annual sales targets.
- Achieve prospecting and other sales process goals designed to build an optimal sales pipeline.
- Manage the sell-with motion partnering with Microsoft, Amazon and Google
- Align to partners' get-to-market strategy & assist internal engineering team to align to partners' technology and initiatives.
- Build strong relationships with partner's business development, sales and solution architects globally & enable einfochips GEO leaders to build / leverage these relationships at local levels.
- Collaborate with partners' internal engineering leaders and solutions team to define competency, accelerators and frameworks.
- Represent the organization at partner trade events, speak in large public forums, webinars and author articles.

Essential Skills & Experience

- 10 - 20 years of overall experience with 5+ years directly selling into Microsoft and Amazon.
- Direct experience in selling ER&D / PES services – Digital Services, Application Development and Maintenance, Embedded, System Software and ASIC engineering services.
- Demonstrable track record of achieving sales quota with a portfolio size of \$30-50M; the past success of driving hyper-growth aligned to 5-years-out organizational vision.
- Experience in building and managing a direct sales team.
- Able and willing to develop a client base in the new territory via aggressive prospecting.
- Strong track record of establishing and cultivating business relationships with director and VP engineering management (client's side).
- Experience working with offshore services company, operating in the high-tech domain and being adept at working across the globe with engineering & marketing teams.
- Ability to carry out the first level of technical discussions with prospective customers.
- 25% travel in US west territory

Education Background

B.E./B.S./B.Tech in Engineering | MBA preferred

Company Profile

einfochips, an Arrow company, is a leading global provider of product engineering and semiconductor design services. With over 500+ products developed and 40M deployments in 140 countries, einfochips continues to fuel technological innovations in multiple verticals. The company's service offerings include digital transformation and connected IoT solutions across various cloud platforms, including Azure. We are known for our vibrant and dynamic workplace, where personal and professional fulfillment and company success go hand in hand. We take pride in creating exceptional work experiences, encouraging innovation, and being involved with our employees, customers, and communities. We have been repeatedly recognized by Gartner / Frost & Sullivan / Zinnov / Deloitte / NASSCOM for variety of our cutting-edge work. Along with Arrow's \$30B in revenues, 20,100 employees, and 349 locations serving over 80 countries, einfochips is primed to accelerate connected products innovation for 200,000+ global clients. einfochips acts as a catalyst to Arrow's Sensor-to-Sunset initiative and offers complete edge-to-cloud capabilities for its clients through Arrow Connect.

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Our website: [Click here](#)

Our LinkedIn profile: [Click here](#)

Our CSR Initiatives: [Click here](#)

Our Corporate Video & Life @einfochips: [Click here](#)

Our Youtube archive: [Click here](#)

Our Industry Recognition & Awards: [Click here](#)

Our Leadership Team: [Click here](#)

einfochips is an equal opportunity employer. All applicants will be considered for employment without attention to race, color, religion, gender, sexual orientation, gender identity, national origin, veteran, or disability status