



The Solutions People



POSITION TITLE: Associate Vice President Sales – Southeast Accounts & Global Aerospace Segment
LOCATION: South-East GEO (Raleigh, NC, or Charlotte, GA or Atlanta, GA)

Position Summary

This position is focused on growing the Engineering R&D (ER&D) / Product Engineering Services (PES) business in the South-East Sales and Aerospace segment globally. Experience in selling Embedded, Digital, Test-Automation and Silicon Engineering, services and structuring large value deals is essential.

Sell to non-aerospace customers Southeast GEO and globally define & execute the sales strategy for the Aerospace segment (Commercial, Defense, EVTOL, and Space) in collaboration with the engineering delivery organization.

Roles & Responsibilities

- Sell ER&D services in large accounts in Aerospace Segment globally working in matrix structure with various GEOs & Direct selling into non-aerospace customers within the GEO.
- Collaborate with Arrow Electronics Aerospace Team and leverage existing relationships with Top 25 Aerospace customers.
- Help establish teams to work under ITAR offshore and onshore.
- Create value propositions to address customer pain and gaps in Embedded, hardware, software, IOT, Mobility, AI/ML. Analytics, Cloud Operations and ASIC engineering
- Hunt/prospect/call on mid, to large enterprise customers across South-East / and Globally in Aerospace customers.
- Executive relationships with C-suite executives, SVP / VPs – build new relationships, leverage existing relationships of Arrow Electronics, and bring existing understanding in mentioned key accounts.
- Solutioning mindset to address customer pain points and structure 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.
- Direct experience and a good understanding of sales process as well as collaborating with globally distributed engineering delivery organization and solutions team.
- Represent the organization at Trade Events / Public Speaking opportunities / Author Aerospace industry-specific articles.

Essential Skills & Experience

- 10 - 20 years of overall experience directly selling Global Engineering Services in the Aerospace segment.
- Direct experience in selling ER&D / PES services – Digital Services, Application Development and Maintenance, Embedded, System Software and ASIC engineering services
- Deep understanding of Aerospace segment & various certifications requirements.
- 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 sales team; and working in matrix team structure influencing sales members reporting in other GEOs.
- 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 with working offshore services company operating in the aerospace domain and cultural adaptability to work across the globe with engineering & marketing teams
- Good technical skills to carry out the first level of technical discussions with a prospective customer.
- 30% travel in the US

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 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