

JOIN THE ENGINEERS OF DISTRIBUTION

SILICA, an Avnet Company, is a pan-European semiconductor distributor and provider of logistics and value-added services. We serve customers with products from 23 leading suppliers through a large technical and field sales force and an unique logistical infrastructure. More than 550 employees conduct business all over Europe from 37 offices in 23 countries.



SILICA is a division of Phoenix-based Avnet, Inc., the world's largest distributors of semiconductors, passive and electromechanical components. For the fiscal year ended July 1, 2007, the Fortune 500 company generated revenue of \$15.68 billion through sales in 70 countries.

For our Finnish Team, based in Espoo, we are looking for a

Account Manager

Key Responsibilities

- ✦ Identify new sales opportunities in focus and business development accounts
- ✦ Sell products from the Silica line card, maximizing on the preferred franchises
- ✦ Work with Field Application Engineers to identify opportunities for Design Wins
- ✦ Deliver territory forecasting and sales development plans
- ✦ Provide information to customers on products and services
- ✦ Investigate and resolve customer problems
- ✦ Negotiate terms and conditions of sales in accordance with Company policy

Skills and Qualifications

- ✦ +3-5 years experience from electronic distribution business
- ✦ Commercial acumen and industry & product experience
- ✦ Demonstrate ability to achieve targets and meet deadlines
- ✦ Strong communication, time management and organizational skills
- ✦ Finnish and English fluency (both written and oral)
- ✦ Knowledge of Microsoft Office package

Closing Date: 14th March 2008

If you are interested, please forward your details to *Kerstin Goos-Frisk*, email: JobNordic@avnet.com, or call +46 8 587 46 092.

Please state your availability and salary expectation.