

Date of advertisement: **28 September 2021**

**INTERNAL/EXTERNAL VACANCY ADVERT**

A vacancy exists within the company for the following position:

<b>Position:</b>	<b>Senior Account Manager</b>
<b>Department:</b>	Axiz Namibia
<b>Reporting to:</b>	Sales Manager
<b>Starting Date:</b>	ASAP

**JOB SPECIFICATIONS**

**Purpose of position:**

To develop and grow a selected product portfolio into a nominated customer segment and achieve the targets attached to each product (Overall GP, Revenue and GP%) and act as the conduit between the product marketing team and the sales account manager to drive specific product sales results into the territory.

**Key Responsibility Areas:**

- Assume first line of contact for selected customer base for specified products in portfolio;
- Provide relevant information regarding products in terms of their features and benefits to Axiz customers;
- Pro-active engagement with specified customers, targeting the specific product sales opportunities;
- Sell ONLY specified products or brands detailed in brief from the specified portfolio manager;
- To provide regular feedback to product management team regarding competitors positioning, price strategies, product volume opportunities and market development;
- To timely and accurately handle customer queries and quotations;
- To create specific pricing and service structures for each client in allocated database;
- To effectively negotiate pricing with clients and close sale on agreed price;
- To provide customers with stock availability and order status information;
- To play an active role in minimizing stock related cost in rendering professional service to customers and ensure maximum customer satisfaction;
- Manage the closed sale including the financial transaction and the dispatch thereof;
- Maximise procurement of product from Axiz and seek opportunistic sales on customer calls;
- Analyse customers' profile of sales against specific Axiz products in order to close



gaps;

- Analyse customers' profile of sales & identify gaps in Axiz product range for presentation as opportunities to Axiz marketing;
- To build an awareness of the cost, revenue implications, market conditions and actions to ensure sustained competitive advantage in volatile market place;
- Present sales trend, backorder and operational reports for analysis of opportunities for cost management & sales development.

**Job Requirements:**

<b>Education &amp; Experience:</b>	<ul style="list-style-type: none"><li>• Two years sales experience in the IT industry (Essential), in IT distribution (preferred)</li><li>• One year sales experience selling to large corporate customers (preferred)</li><li>• Account management experience (Essential)</li><li>• Specific knowledge of, or vendor certification in product set above</li><li>• Knowledge of the processes critical in support of sales. E.g. RMA's, accounts &amp; deliveries (essential)</li><li>• Matric certificate with exemption (essential)</li><li>• Marketing or commerce degree or diploma (Preferred)</li></ul>
<b>Behavioural Competencies:</b>	<ul style="list-style-type: none"><li>• Analytical Thinking &amp; Decision Making</li><li>• Business Acumen</li><li>• Action Orientation</li><li>• Drive for Results</li><li>• Composure</li><li>• Customer Focus</li><li>• Self-Development</li><li>• Teamwork</li></ul>
<b>Additional Requirement:</b>	<ul style="list-style-type: none"><li>• MS Office Suite (Intermediate – essential)</li><li>• Working knowledge of ERP systems</li></ul>

All applications & detailed CV must be forwarded to:

<b>Contact Person:</b>	Recruitment Team
<b>Telephone Number:</b>	011-237 7000
<b>E-mail address:</b>	Careers@axiz.com
<b>Closing Date</b>	<b>6 October 2021</b>

Note: please discuss your application with your line manager prior to submitting it to the Human Capital Department.

**The company is under no obligation to fill this position and should you not have had any feedback within 2 weeks after the closing date, you may consider your application unsuccessful.**

**Axiz is an equal opportunity employer and this position will be filled in accordance with our current Employment Equity practices.**