

Internal/External Vacancy Advert

Date of advertisement: 25 November 2021

About us:

Our commitment to our stakeholders is to be the best and most successful IT distributor in our region. We strive towards this goal by being the most valued channel for our partners and by contributing to the growth and profitability of our shareholders, staff, vendors, channel partners and their customers.

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

Job Specification:

Position:	Business Development Manager	Location:	Gauteng
Company:	Axiz	Department:	HP Inc.
Employment Type:	Permanent	Reporting to:	General Manager

Purpose of the position:

Promote the sale of the HP Inc PC and related products and services in South Africa by developing relationships and increasing HP Inc awareness amongst the Axiz sales team, resellers, and clients. Work to transition opportunities to transactions and advising clients on the most suitable HP Inc products for their requirements.

This role will span across Private and Public Sector with the focus on creating a rolling top list of resellers for activation (new) and share of wallet increase (existing).

As a Business Development Manager in the HP Inc team you will be an HP Inc Sales and Brand Ambassador.

Expected Sales and Business Development behavior for this role

- First and foremost, you will have a passion for the HP Inc portfolio. If you don't know it, you will get to know it and live the brand.
- You are a relationship person with a keen eye for detail.
- High energy levels are required as this is a fast-moving environment.
- You are / will become a blue-blooded HP Inc ambassador and will be expected to carry the brand high in all your dealings.
- You are a consummate professional and efficient in all your dealings with internal and external stakeholders.
- You are invited into a high-performance team and asked to bring your best self to this team.

Scope of the position

- Commercial sales (for the BPS product portfolio / Commercial)
- Public Sector sales are included in this portfolio.
- Consumer (CPS) sales are excluded, as well as BPS transactions in the CPS space.
- Your customers are the Axiz sales team and the Axiz reseller base (existing HP Inc resellers and new).
- Vendor relationship management from a sales and business development perspective is required.
- Region is South Africa and Africa.

Target and Remuneration

- You will carry an individual target that is linked to the overall BU target.
- You will be measured on your individual target and overall BU GP achievement.
- Your target will be measured in GP / margin contribution against achievement.
- Commission / Variable component of your GCE is determined by the published Axiz company commission scheme.

Key Responsibilities:

Increase Sales Revenue –

New business growth:

- Developing and signing up new resellers to add to our customer base.

Reactivate dormant resellers:

- Draw up a list of dormant resellers, looking at their historical purchases of HP Inc at Axiz and drive a “First purchase Program” after a period of dormancy.

Existing reseller growth:

- Increase upsell in existing reseller base. More deals, more units.
- Increase unit sales, upsell service attach (care packs), cross-sell additional HP Inc. solutions as provided by HP Inc.
- We will work together to expand the services portfolio from a blank canvas approach.

Keep an active, updated, rolling list of 10 to 20 opportunities linked to resellers for each area listed above.

Maintain Product knowledge –

- Maintain a Product driven sales focus on all PC and PC attach components and services.
- Educate Axiz Sales and resellers on the HP Inc. product portfolio by arranging formal and informal training sessions for our Axiz sales team and Resellers.

Vendor engagement –

- Identify and engage with your HP Inc Sales counterparts for Commercial and Public Sector (government) opportunities.
- Align the Axiz value proposition to the HP SA team.

- Create a relationship matrix of the HP Inc SA and other team member that require ongoing interaction from an Axiz perspective. Own and manager that communication matrix.
- Attend monthly Axiz and HP SA meetings, QBR’s where required, and any other vendor meetings as determined by the General Manager.

Sales Operations Responsibilities –

Forecast management:

- Weekly, Monthly and Quarterly views are expected. Half year target setting will form part of this role.
- Accurate forecast management of the following is expected:
 - Active deal management and progress to closure
 - Pipeline growth
 - Reseller deal involvement

Account planning:

- Develop and own the top set of account plans per Revenue area (revenue areas are New Business Growth, Reactivate Dormant Resellers, Existing reseller growth).
 - Account template will be provided; thereafter you own it and make it your own.

Customer management:

- Own and answer customer queries; offer your product as the solution.
- Consult with clients to establish business objectives.
- Ensure customer expectations are met.
- Increase overall customer satisfaction by addressing challenges.
- Upsell and Cross-sell to existing customers.
- Open up and sell new into new resellers, customers.

Job Requirements:

Education and Experience:

- Matric/Grade 12
- Relevant product understanding and experience and / or a relevant tertiary qualification.
- 2-3 years’ experience with HP Inc or another edge product, or a solid understanding of the edge computing environment.

Technical/Sales Competencies:

- Understanding stakeholder management. The position requires you to be comfortable working in a matrix environment with multiple “owners”.
- Know how to build and maintain relationships with existing resellers and creating new relationships with a new target base of resellers.
- Business development and program management.
- Recruitment and enablement of new Business Partners.
- Account planning and performance analysis.
- Exceeding sales targets.
- Preparing of Account plans.
- Training and development in a channel environment.
- Facilitating and assisting with marketing events to generate leads for your Business Partners.

Behavioural Competencies:

- Positive attitude.
- Looking to build a career within the HP Inc BU.
- Solid communication and networking skills.

- Ability to build relationships.
- Problem solver
- Proactive and positive individual.
- Solid planning and organisational skills.
- Self-managed with attention to detail.
- High energy levels.
- Patience, where required.
- Solid understanding of what constitutes good customer service.
- Must be able to work under pressure.

Application Process:

Contact Person: The Recruitment Team

Telephone Number: 011 237 7000

E-mail address: careers@axiz.com

Closing Date: 03 December 2021

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.