

**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:**

|                         |                              |                      |                  |
|-------------------------|------------------------------|----------------------|------------------|
| <b>Position:</b>        | Business Development Manager | <b>Location:</b>     | Gauteng          |
| <b>Company:</b>         | Axiz                         | <b>Department:</b>   | Relationship KZN |
| <b>Employment Type:</b> | Permanent                    | <b>Reporting to:</b> | Sales Manager    |

**Purpose of the position:**

Develop and manage product sale and partner base as well as maintain and grow existing partners.

**Key Responsibilities:**

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| <ul style="list-style-type: none"> <li>To oversee the mission to recruit, enable and grow partners/resellers community in accordance with the vendor's growth expectations and scorecard requirements, including marketing and demand generation;</li> <li>Take responsibility for keeping partner/reseller up to date on program updates and changes, certifications and vendor announcements;</li> <li>Conduct and execute effective business planning workshops;</li> <li>Build relationships at all levels within the vendors;</li> <li>Submit monthly/quarterly sales and executive analysis reports to your partners/resellers;</li> </ul> | <ul style="list-style-type: none"> <li>Facilitate technical training for partners/resellers;</li> <li>Conduct sales training with partners/reseller;</li> <li>Attend customer visits with partners/resellers;</li> <li>Drive an internal gross profit target;</li> <li>Sales funnel management – present weekly sales funnel at the weekly team meeting;</li> <li>Set up and maintain a customer database and skills matrix;</li> <li>Ensure that rebates are achieved by driving the necessary behavior internally and externally.</li> </ul> |
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**Job Requirements:**

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| <b>Education and Experience:</b> | <ul style="list-style-type: none"> <li>Matric/Grade 12;</li> <li>Tertiary qualification preferential;</li> <li>Minimum 3-5 years product sales or similar sales experience.</li> </ul>   |
| <b>Technical Competencies:</b>   | <ul style="list-style-type: none"> <li>Building and maintaining relationships with existing and new resellers;</li> <li>Advanced Excel (Advanced formulas) (Essential);</li> <li>MS Office Suite (Intermediate – essential).</li> </ul>  |
| <b>Behavioural Competencies:</b> | <ul style="list-style-type: none"> <li>Good international communication and Relationship building skills;</li> <li>Analytical thinker and problem solver, Self-managed and Attention to detail;</li> <li>Must be able to work under pressure as this is a mission critical product set.</li> </ul> |

**Application Process:**

**Contact Person:** The Recruitment Team      **Telephone Number:** 011 237 7000  
**E-mail address:** [careers@axiz.com](mailto: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.**