

Internal/External Vacancy Advert

Date of advertisement: 04 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 Unit Manager	Location:	Gauteng
Company:	Axiz	Department:	Advanced Technologies- Microfocus/Suse/Citrix
Employment Type:	Permanent	Reporting to:	Executive

Purpose of the position:

The Business Unit Manager is a key function within Axiz, and this role is a link to the senior leadership team. The person will be required to formulate a subjectively assessed plan that demonstrates cross company or silo-based adoption of Digital/Marketplace/Cloud and Services implementation transformation (in line with company strategy).

Key Responsibilities:

Business Development:

- Gather market research and market intelligence from the Axiz sales force and other sources
- Develop solutions where required (product and technology combinations)
- Give input to the product division for new products and go to market strategies
- Specific to new products in their early phase of roll-out:
- Support Axiz sales team and product managers with product info to sell and input to marketing materials for lead generation and sales demand
- Give input into pricing and margins
- Accountable for overall reporting to the vendors, including forecasting and sales out and inventory reports where applicable

Product Planning:

- Market research and intelligence to determine viable go to market
- Idea screening, for activities, events and demand generation to support Product Marketing and vendor strategy
- Analysis of business and technology requirements and processes in order to drive optimal performance
- Provide input to product marketing with respect to press releases encouraging thought leadership to align to vendor strategy
- Maximize the vendor market development funding (MDF) in line with vendor guidelines including compliance and governance

Financial Acumen:

- Assist in the framework of company annual budgets to align

- Drive engagement of key partner accounts to key resources at Axiz to ensure we have adequate coverage within the partner

Planning:

- Produce coherent and integral plans including the drivers such as: budgets, resources, vendor strategies and marketing on an annual, half year and quarterly basis using systems, processes, templates, quality expectations, timelines and best practices of the organisation and our partners and vendors.
- The plans must clearly describe what is required to be done inside each business unit to ensure that budget and organizational targets are met as well as what success will look like. This will include all business unit staff key performance indicators (KPI) and related total salary packages becoming the map for the Business Unit to navigate, be guided, and rewarded through the financial year

Management of Execution:

- Translate their plans into a set of actions that has to be done such as targets and building a competent and motivated team to execute.
- The manager must ensure that all the business unit's activities comply with all governance, and are ethical, in line with the organization's code of conduct.

Data Management and Reporting:

- Constantly absorb, analyze and reflect the data that signals them to ascertain the health and alignment of the business unit. The company produces reports which all managers must scrutinize daily and create a closed loop between the data, the plan and execution.
- Spot the anomalies and risk and when this deviation is evident,

that to resources and action plans

- Business unit performance to budget mapped against sales performance to determine best course of action
- Cost per head evaluation of resources to determine most favorable business outcome
- Ability to align commissions to financial performance of the business unit and the company

managers must assess them and make process improvements and changes.

- Must ensure that all valuable data in the business unit is recorded, analysed and timeously reported back to the organisation.
- The managers' responsibility spans outside of the business unit and interfaces with finance, logistics, human capital, marketing, operations, vendors, partners and customers at Axiz.

Channel Development :

- Identify suitable channel partners per product and service to drive partner engagement plan with BDMs to drive vendor and Axiz strategies
- Ongoing partner gap analysis by region by country by product set to drive the vendor strategy across the channel
- Ensure that the correct resources are available in the business unit to drive technical, sales and marketing services to the channel (enablement)
- Drive engagement of key partner accounts to key resources at Axiz to ensure we have adequate coverage within the partner

Job Requirements:

Education and Experience:

- Minimum 4 years product / sales experience in the IT industry;
- Diploma or bachelor's degree in Business Management or similar tertiary qualification;
- Product marketing and product management experience preferable;
- An understanding of working with / through channel to drive revenue and targeted market growth.

Technical Competencies:

- MS Office essential.

Behavioural Competencies:

- Accuracy/Attention to detail and Analytical;
- Deadline Driven/Ability to work under pressure;
- Systematic/Logical thinking;
- Self-Motivated;
- Good written and verbal communication skills;
- Comfortable presenting to and meeting with senior management;
- A high level of perseverance.

Application Process:

Contact Person: The Recruitment Team

Telephone Number: 011 237 7000

E-mail address: careers@axiz.com

Closing Date: 11 November 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.