

Internal/External Vacancy Advert

Date of advertisement: 06 September 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:	Account Manager	Location:	Gauteng
Company:	Axiz	Department:	Alliances
Employment Type:	Permanent	Reporting to:	Executive

Purpose of the position:

To develop and manage a selected database of reseller partners and achieve the targets attached to each customer.

Key Responsibilities:

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| <ul style="list-style-type: none"> • Overachieve revenue and gross profit monthly targets; • Own partner relationship management in all aspects; • Direct engagement including visits to a minimum of 20 partners per month; • Entertain top tier partners – 3 per month • Be available for partners telephonically and electronically at all times • Assist with important quotes that need special negotiation and attention • Build and maintain an internal pipeline for presentation to management and business on a weekly basis • Hold regular partner pipeline meetings with partners; calling on top deals • Arrange and prepare data for strategic meetings and quarterly business reviews (QBR's) with top 3 partners • Own big deal management encompassing ROE booking with product on large opportunities, arranging credit facilities / Exco sign-offs • Negotiate pricing and terms, whatever necessary, to close deals • Book monthly credit requests for following month and for deals in forecast | <ul style="list-style-type: none"> • Manage biggest winners and losers monthly • Have Total Addressable Market (TAM) analysis on tiered base of partners • Be able to analyze a partners profile against Axiz products, identify and close gaps and introduce new product lines where possible • Maximize the procurement of products from Axiz as well as seek opportunistic sales on partner calls • Able to present sales trends and operational reports for analysis • Attend partner events, vendor functions and networking opportunities • Arrange training for partners, registration on vendor portals • Build an awareness of the cost, revenue implications, market conditions and actions to ensure sustained competitive advantage in a volatile market place. • Submit monthly reports to Sales Manager • Look for new leads and opportunities |
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Job Requirements:

Education and Experience:	<ul style="list-style-type: none"> • Matric, Marketing or Commerce Degree or Diploma; • 5+ years product sales experience in the IT industry (Essential); • Product Account Management experience (Essential) (minimum 5 years); • Proven ability to manage complex pipelines and forecasts.
Technical Competencies:	<ul style="list-style-type: none"> • Advanced Excel (Advanced formulas) (Essential); • MS Office Suite (Intermediate – essential).
Behavioural Competencies:	<ul style="list-style-type: none"> • Analytical thinking and decision making; • Business Acumen and action orientation; • Drive for Results, Self-development, composure and customer focus.

Application Process:

Contact Person: The Recruitment Team

Telephone Number: 011 237 7000

E-mail address: careers@axiz.com

Closing Date: 13 September 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.