

Internal/External Vacancy Advert
Date of advertisement: 02 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:

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| Position: | Business Development Manager | Location: | Gauteng |
| Company: | Axiz | Department: | Cat 3 – Logitech |
| Employment Type: | Permanent | Reporting to: | Business Unit Manager |

Purpose of the position:

The objective of the role will include growing the Logitech business whilst working with the vendor to identify new business opportunities for the Logitech portfolio across all segments. This will include uncovering new markets, new growth areas, trends, channel development, and jointly finding new ways of reaching existing markets to increase Axiz market share.

Key Responsibilities:

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| <ul style="list-style-type: none"> • Forecasting: The Logitech BDM is expected to have an understanding of the forecast both within the Business Unit and with the vendor. The forecast is to be maintained showing current and future opportunities. Each opportunity is being managed by the Logitech BDM. • Business Partner management and engagement : Current business partner management is conducted via Sage reports, and it is expected that the Sage reports for this is always maintained indicating the requirements set out below including the number of engagements conducted. In addition, this data is to be shared with the Business Unit manager and saved within team folders for regular deal feedback. • Vendor Engagement and Management : All vendor weekly, monthly and other regular meetings are to include documented minutes to be shared back with the BU including next steps, actions to be taken and follow through • Certifications and competencies : From time to time the vendor may require additional product training and this would be required to be completed on time by the Logitech BDM | <ul style="list-style-type: none"> • Deal Structure and Margin Management: The Logitech BDM is to be articulate and thorough and is expected to understand the requirements for deals and is encouraged to discuss the deal structure with the Partner and Vendor. The BU needs to be included to determine final pricing. • Sales Strategy: The Logitech BDM is expected to produce coherent plans including the Partner feedback and sales strategies working with the Business Unit. Close alignment with the Axiz retail team will be an essential part of their planning. Vendor inclusion in partner mapping for priority activities, for each quarter, will be required. • Intercompany relationships and engagement: It is expected that Logitech BDM engages with the relevant business units within Axiz and their respective Account manager's or resources that have an impact on the Business Unit. • Data Management and Reporting: It is expected that the Logitech BDM will constantly absorb, analyze and reflect the data that signals them to ascertain the health and alignment of the Business Unit. |
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Job Requirements:

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| Education and Experience: | <ul style="list-style-type: none"> • Matric/Grade 12 • Tertiary qualification preferential. (Related) • Minimum 3 years hardware sales experience (preferred) |
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| Technical Competencies: | <ul style="list-style-type: none"> • Building and maintaining relationships with existing and new Business Partners • Business development and program management within your allocated Business Partner accounts • Recruitment and enablement of new Business Partner/s • Account planning and performance analysis • Exceeding sales targets • Preparing of Partner Plans and business development plans • Training Business Partners on Logitech’s sales and incentive programs. • Facilitating technical and brand sales training for your Business Partners • Facilitating and assistance with marketing events to generate leads for your Business Partners |
| Behavioural Competencies: | <ul style="list-style-type: none"> • Positive attitude and a passion for Axiz • Looking to build a career within Axiz • Good international communication skills • Networking skills and Relationship building skills • Analytical thinker and problem solver • Proactive and positive individual • Planning and organizing skills • Self-managed • Attention to detail • High energy levels • Advanced Excel (Advanced formulas) (Essential). • High level of customer service • Must be able to work under pressure as this is a mission critical product set |

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| Application Process: | |
| Contact Person: The Recruitment Team | Telephone Number: 011 237 7000 |
| E-mail address: careers@axiz.com | Closing Date: 09 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. | |