

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:

Position:	Product Manager	Location:	Gauteng
Company:	Axiz	Department:	Advanced Technologies – HPE
Employment Type:	Permanent	Reporting to:	Business Unit Manager

Purpose of the position:

Define and manage a strategy, which will optimize the product/brand performance in the market while achieving the objectives set by both the vendor and the company. This will necessitate execution across key focus areas including, Digital transformation, Vendor Management, Partner Management (Channel Development), Inventory Management and Pricing.

Key Responsibilities:

Digital transformation / aligned to Axiz strategy:

- Work with the Business Unit Manager and/or General Manager to develop and execute a framework that will deliver additional exposure and revenue from digital channels.
- This includes being part of a subjectively assessed plan that demonstrates cross company or silo-based adoption of Digital/Marketplace/Cloud and Services implementation transformation.

Vendor management:

- Market growth through:
- Increase partner coverage (partner count) for vendor and Axiz.
- Increase vendor product coverage (SA and Africa).
- Increase geographic coverage (Market share through sell-out).
- Provide accurate sales forecasts and business updates to the Vendor.
- Develop and manage the vendor relationship with the relevant levels. Be the relationship architect between Axiz and vendor.
- Manage the Vendor Partner Programs by identify new potential partners and recruit, on-board, train, and continue to develop, new partners as per defined strategy.
- Quarterly business review presentations and feedback preparation essential.

Partner management (channel development):

- Manage partners for revenue growth, market expansion, and ultimate profitability.
- Work with partners to identify new markets.
- Identify key accounts and design a sales approach to bring new partners on board.

- Understand the partner sales process and develop a sales and marketing strategy to align with partner objectives.
- Query resolution and escalation
- Relationship architect between Axiz and its partners

Inventory management

- Forecasting and pipeline management, weekly or as required by the company.
- Order planning (sell-in).
- Aged stock clearance.
- Aged stock provisioning.
- Netstock management against actual stock positions.
- Cost, SAGE management of stock.

Pricing

- Manage and update all master data, e.g. stock management file, product master, price lists, all ERP system input, Digital price feeds (as pertaining to the BU)
- Handle business management system queries on quotes, price agreements, sales orders, purchase orders, stock, price, vendor pricing.
- Maintain pricing accuracy through continuous monitoring of pricing mechanisms.
- Resolve pricing, delivery times, returns and information discrepancies.
- Quote management in partnership with Sales.
- Special bid pricing specific to a market segment or partner.
- Promotion and campaign pricing
- Product hygiene including legacy and new SKU updating
- Big deal pricing management.

Job Requirements:

Education and Experience:	<ul style="list-style-type: none">• Minimum 2 years product / sales experience in the IT industry• Experience in technology and Distribution will be considered• Diploma in product management• Product marketing and product management experience preferable• An understanding of working with / through channel to drive revenue and targeted market growth.• Good written and verbal communication skills.• Comfortable presenting to and meeting with senior management.• A high level of perseverance
Technical Competencies:	<ul style="list-style-type: none">• 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, composure and customer focus.

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.