

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:	Technical Business Development Manager	Location:	Gauteng
Company:	Axiz	Department:	Advanced Technologies (VMWare)
Employment Type:	Permanent	Reporting to:	Business Unit Manager

Purpose of the position:

Develop and manage the partner base, maintain and grow existing partners and build relationships at all levels within the vendors.

Key Responsibilities:

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| <ul style="list-style-type: none"> • To oversee the mission to recruit, enable, and grow partners/reseller community in accordance with the vendors' growth expectations and scorecard requirements, including marketing and demand generation; • Take responsibility for keeping partner/reseller up to date on program updates and changes, certifications and vendor announcements; • Conduct and execute effective business planning workshops with partners/resellers; • effective marketing execution, incorporate the following marketing activities: <ul style="list-style-type: none"> ○ Attend a series of key vendor marketing web casts/conference calls on how to leverage the vendors marketing resources to drive business growth ○ Attend a series of vendors announcement and update web casts/conference calls on programme and product updates/enhancements to be disseminated to your partners/resellers | <ul style="list-style-type: none"> • Actively work with partners/resellers on lead status, progression and closure Manage every aspect of partner/reseller accounts; • Facilitate technical training for partners/resellers; • Conduct sales training with partners/resellers; • Where required attend customer visits with partners/resellers; • Drive an internal gross profit target; • Sales funnel management – present weekly sales funnel at the weekly team meeting; • Set up and maintain a customer database and skills matrix; • Ensure that rebates are achieved by driving the necessary behaviour internally and externally; • Submit weekly sales report and customer call reports to the line manager; • Submit monthly/quarterly sales and executive analysis reports to partners/resellers. |
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Job Requirements:

Education and Experience:	<ul style="list-style-type: none"> • Matric/Grade 12, Tertiary qualification preferential; • Software or similar vendor application and/or hardware sales experience; • Sales/Architecture/Technical Sales; • Experience in Partner Recruitment; • Experience in Cold Calling.
Technical Competencies:	<ul style="list-style-type: none"> • Building and maintaining relationships with your existing and new resellers; • Business development and program management within your allocated reseller accounts; • Recruitment and enablement of new resellers; • Account planning and performance analysis; • Building relationship with designated vendor - existing relationships will be advantageous; • Facilitating technical and brand sales training for your resellers;

Behavioural Competencies:

- Positive attitude: Encourage a positive rather than negative viewpoint;
- Over Achiever: Goal-driven individual who maintains a productive climate ;
- Communication: Exceptional listener and communicator who effectively conveys information verbally and in writing;
- Productive worker with a solid ethic who exerts optimal effort in successfully completing tasks;
- Relationship Skills: Able to build productive working relationships with resellers, internal personnel and vendors based on respect and good rapport;
- Organized: Well prepared and organized.

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.