

Purpose of the position

- Maintain and grow established accounts
- Prospect for and establish new account relationships
- Developing relationship with vendors

Duties and Responsibilities Include:

- Generate and provide customer quotes for complex or custom solutions
- Establish strategies that will result in increased sales (both existing and new customers)
- Conduct face-to-face sales calls to accounts as necessary
- Analyze technology needs of the customer
- Penetrate customer accounts at the manager/director levels
- Develop and present programs, solutions, and promotions related to the vendor product line
- Provide guidance/training to resellers in selling and supporting Westcon solutions
- Provide customer with guidance and support during the contract process
- Facilitate appropriate arrangements with credit and finance by presenting customers' situations and issues
- Carry out vendor promotions and marketing activities
- Develop and maintain vendor relationships that produce referral business opportunities
- Gain thorough understanding of customer business and strategic plans as they relate to Westcon products and services
- Develop 3-way relationships (vendor, Westcon, customer) to increase business for all three parties

Qualifications

- 2+ years sales experience, cold calling, and establishing leads
- Knowledge of telecom/IT industry highly desirable
- Knowledge of and ability to accurately apply pricing, Gross Profit, discounts, margin calculations
- Familiarity with principles of promoting, and demonstrating products and services.
- Strong presentation skills.
- Excellent communication skills
- A general understanding of networks and internet topologies is needed.
- Experience with the internet and Microsoft office suite
- BS/BA

We offer:

- Progressive Compensation Package (base salary and commission)
- Healthcare Benefits (Medical, Dental, Vision and Prescription Drugs)
- 401k with Employer Match
- Paid Time Off
- Life Insurance and Disability Coverage
- Advancement Opportunities

Company Overview:

Westcon Group is the world's leading specialty distributor in networking, security, mobility and convergence. We provide the most effective route to market for our vendors, the highest levels of support to our customers and through our success and growth, the industry's best employee experience. We are comprised of individual operations under the Comstor (Cisco-focus), Voda One (Avaya-focus) and Westcon (Nortel-focus) brands, creating a global distribution business throughout North America, Africa, Asia, Australia, Europe and South America.

Vision: We believe that building and enabling unique and effective routes to high growth advanced technology markets is key to ensuring fundamental growth for customers and manufacturers. We achieve this through recruitment, retention and delivering ongoing value to best of breed and best in class vendors/manufacturers, customers and employees.

Westcon Group is an AA/EO employer and actively seeks candidates from diverse backgrounds.