

Position Title: Account Manager

Purpose of the position

- Primary - Prospect for and establish new account relationships
- Maintain and grow Territory Accounts
- Use vendor relationships to build Territory Base

Duties and Responsibilities Include:

- Outbound calling to capture sales in competitive market
- Create strategies that will result in increased sales with existing and new customers
- Penetrate customer accounts at the manager/director levels
- Acquire product knowledge to act as consultant for customer base
- Onboard new accounts
- 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

Qualifications

- 1+ years sales experience, cold calling, and establishing leads
- Excellent communication skills
- Strong presentation skills
- Experience with the internet and Microsoft office suite
- Knowledge of Telecom/IT industry highly desirable
- Math skills to accurately apply pricing, gross profit, discounts, margin calculations, etc.

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.

Visit our website at www.westcon.com for more information.

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