

Position Title: Account Manager**Purpose of the position**

- The AM will be covering an assigned territory working in conjunction with the Territory Manager to cultivate strong relationships with customers, achieving quota attainment and customer satisfaction

Duties and Responsibilities Include:

- Daily interaction with territory accounts, order entry, and outbound calling
- Timely reporting and forecasting along with relevant information regarding opportunities and issues with accounts.
- Generating and provide customer quotes for complex or custom solutions
- Establishing relationships that will result in increased sales (both existing and new customers)
- Penetrating customer accounts at the manager/director levels
- Presenting programs, solutions, and promotions related to the vendor product line
- Carrying out vendor promotions and marketing activities
- Developing and maintaining vendor relationships that produce referral business opportunities
- Gaining thorough understanding of customer business and strategic plans as they relate to Westcon products and services
- Developing 3-way relationships (vendor, Westcon, customer) to increase business for all three parties

Qualifications

- Ability to utilize tools, systems and processes effectively and correctly to meet individual and organizational objectives.
- A team player who collaborates with others to meet/exceed established goals.
- High energy-driven individual with exceptional communication skills, positive attitude, and aptitude for quickly attaining product knowledge.
- Knowledge of audio/visual equipment a plus.
- 2+ years sales experience, cold calling, and establishing leads
- Knowledge of and ability to accurately apply pricing, Gross Profit, discounts, margin calculations
- Familiarity with principles of promoting products and services.
- Excellent communication skills
- Experience with the internet and Microsoft office suite
- BS/BA or equivalent experience

We offer:

- Progressive Compensation Package (base salary and commission)
- Healthcare Benefits (Medical, Dental, Vision and Prescription Drugs)
- 401k with Employer Match
- Tuition Reimbursement
- Paid Time Off
- Life Insurance and Disability Coverage
- On-Going Training & Development
- 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.