

Position Title: Business Development Manager

Purpose of the position:

As a Business Development Manager you will recruit the following as new Reseller Customers for Westcon, the industry's most innovative two-tiered technology distributor:

- o Data-Communications VARs (Value Added Resellers)
- o Voice Technology Distributors/Resellers
- o IP Telephony & Converged Network Integrators
- o Network Security Integrators/Resellers
- o Systems Integrators

Support & Grow existing reseller sales territory by:

- o Introducing New Technology to Reseller Customers
- o Migrating Existing Technology with Reseller Customers
- o Coaching & Refining Resellers Sales Effectiveness with End-Users
- o Creating & Executing Joint Marketing Events & Activities

Duties and Responsibilities Include:

- o Partner with sales staff to identify accounts that have growth potential
- o Interact with executives in the customer organization to learn about the customer's business and to strategize about growth plans
- o Coordinate all aspects of on-site, customer events (e.g., Westcon resources, customer availability, agenda, travel plans)
- o Analyze and monitor the performance of the customer base to identify areas of opportunity and to preempt customer issues
- o Manage own territory and sales targets
- o Support the marketing team in delivering appropriate marketing campaigns to the local customer base
- o Interact with Product Manager to learn about new products, new vendors, and vendor promotions
- o Introduce vendors into accounts to help position specific products

Qualifications:

- o 3-5 years channel sales experience in the technology industry with end users & resellers
- o Strong technology aptitude across a wide breadth of topics (Voice, Data, Network Security, LAN/WAN, WIFI, etc.)
- o Existing vendor (manufacturer) relationships within the territory
- o Existing reseller relationships within the territory
- o A refined sales methodology with demonstrable and effective telephone prospecting techniques
- o Exceptional presentation skills
- o Advanced written communications skills with ability to create & refine customer agreements
- o BS/BA in relevant field

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.