

Cisco Tier 2 Sales Manager

Location: Sydney

Duration: Permanent

Position Purpose: Provide overall responsibility for the Cisco T2 sales for Australia, Ensure business growth is in line with the Cisco Business Strategic plan. Provide ownership of the Cisco T2 market place and develop the plans to drive growth in revenue, gross profit, market share and the relevant parts of the business strategy (Including the 5-ways model).

Position Summary:

Business planning, of current and potential new business.

Sales Management of the team, the partners and the Vendor

Incorporation of Westcon Group's Go To Market Strategy

Setting and measuring of monthly/quarterly and annual target's for Cisco T2 team employees.

Sales forecasting, with the team, on a weekly basis.

Managing commercial aspects of the Cisco T2 Business, being mindful of gross margins, impact of customer types on the overall.

Work with Cisco and their channel teams to build a work relationship between the two businesses.

In conjunction with staff and Cisco resources, assist partners to close current and new Cisco business

Identification and on-going recruitment of Cisco channel partners (registered, select, premier)

Assisting the forecasting process of purchase and sales volumes for vendors and Westcon Group

Assist with internal development of vendor awareness

Maintain a high level of contact and visibility within the Top 80% of T2 customers.

Be responsible for the T2 Vendor rebate targets provided by the Vendor

Be a responsible member of the Cisco team supporting the Team values and rules.