



Cisco SMB BDM (External Focus)

Location: Sydney

Duration: Permanent

Position Purpose: LAN Systems is one of three distribution partners for Cisco in Australia and is their number one T2 partner distributor. This role will be responsible for developing sales through recruiting new partners. Working closely with the Cisco Internal Sales BDM to grow sales of Cisco SMB products to resellers focused on the SMB end user segment and by servicing a target list of existing accounts.

Position Summary:

- Identification of new markets to identify untouched opportunities for Unified Communications suite of products;
- Develop and execute Cisco SMB specific account plans for target resellers;
- Establish in depth knowledge of Cisco's partner certification/specialisation model especially as it applies to SMB and Unified Communications resellers;
- Analyse and monitor the performance of the reseller base to identify areas of opportunity and to pre-empt customer issues;
- Work with storage vendor and relevant complementary storage vendors to develop strong relationships;
- Develop a prioritised call plan to aim to make regular face-to-face contact; and
- Provide exceptional customer service and strive to exceed customer expectations.

Phone: 02 9432-1000

Email: rdoyle@lansystems.com.au