

## Purpose of the position

The AM will be covering global territory working in conjunction with the North America Global Desk to cultivate strong relationships with Westcon global subsidiaries & resellers to attain customer satisfaction.

## Duties and Responsibilities Include:

- Daily interaction with global accounts and order entry
- 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)
- Presenting programs, solutions, and promotions related to the vendor product line
- 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

- Certification for Cisco TP endpoints, cucm, ctman, ctms, mcu, msft exchange integration, RRAs, advanced routing and switching.
- Tandberg HD video/VCS/TMS experience
- 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.
- Experience in presenting to customers on conference calls
- 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

## 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](http://www.westcon.com) for more information.

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