

## **Position Title: Inside Sales Business Development**

Dedicated Vendor Business Development Champion completely focused on proactive growth initiatives of Westcon and specific vendor developing partner and SMB channel opportunities. Inside sales representative will own and be responsible for delivering results towards:

1. Recruitment of net new partners
2. Development of partners not-in-program (NIP) through the vendor on-boarding and enablement process
3. Delivering clear representation of vendor technologies, products and overall key security solutions
4. Mentoring all developing channel partners through Westcon and vendor partner portals with key product and program information
5. Promoting vendor based programs and their benefits to drive partners into partner status and assist partner through enablement, demand generation opportunities and pipeline development

### **Duties and Responsibilities Include:**

- Establish strategies that will result in increased sales (both existing and new customers)
- Developing relationship with vendor channel organizations
- Prospect for and establish new account relationships
- Analyze technology needs of the customer
- Penetrate customer accounts at the manager/director levels
- Develop and present programs, solutions, and promotions related to the vendor product line
- Provide guidance/training to resellers in selling and supporting Westcon solutions
- Carry out vendor promotions and marketing activities
- Gain thorough understanding of customer business and strategic plans as they relate to Westcon products and services
- Develop 3-way relationships (vendor, Westcon, customer) to increase business for all three parties
- Generate and provide customer quotes for complex or custom solutions
- Conduct face-to-face sales calls to accounts as necessary
- Provide customer with guidance and support during the contract process
- Facilitate appropriate arrangements with credit and finance by presenting customers' situations and issues
- Develop and maintain vendor relationships that produce referral business opportunities

### **Qualifications**

- 1-3 years channel sales experience in the technology industry with end users & resellers
- Strong technology aptitude across a wide breadth of topics (Voice, Data, Network Security, LAN/WAN, WIFI, etc.)
- Existing vendor (manufacturer) relationships within the territory
- Existing reseller relationships within the territory
- A refined sales methodology with demonstrable and effective telephone prospecting techniques
- Exceptional presentation skills
- Advanced written communications skills with ability to create & refine customer agreements
- 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
- Paid Time Off
- Life Insurance and Disability Coverage
- 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](http://www.westcon.com) for more information.

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