

**Position Title:** Microsoft BDM

**Purpose of the position:**

Develop awareness of Westcon in the Microsoft marketplace. Drive BPOS revenue Identify new potential customers for Microsoft BPOS. Build relationships with Microsoft Field Sales Organization. Create strategies to increase business with existing customers. Manage a pipeline to achieve budgeted revenue stream.

**Duties and Responsibilities Include:**

Sales

- Engage with the Microsoft field sales team, identify who the go to people are for BPOS
- Partner with sales staff to identify accounts that are a fit for Microsoft BPOS Interact with executives in the customer organization to learn about the customer's business and to strategize about growth plans
- Deliver customized presentations and communications to customers to share strategies for business growth around
- Coordinates resources to bring into a customer account to grow Westcon business and/or to address customer concerns
- Coordinate all aspects of on-site, customer events (e.g., Westcon resources, customer availability, agenda, travel plans)

Westcon Business Management

- Analyze and monitor the performance of the customer base to identify areas of opportunity and to preempt customer issues
- Manage own territory and sales targets
- Stay current on marketing services that are available for customer accounts Support the marketing team in delivering appropriate marketing campaigns to the local customer base
- Interact with Product Manager to learn about Microsoft promotions.
- Report back to management on relevant market information

Vendor Business Management

- Introduce vendors into accounts to help position specific products
- Know and position appropriate vendor promotions to help grow accounts

Administrative/Self Development

- Develop a system to organize and track all account information
- Meet all reporting deadlines
- Attend all required internal and external meetings
- Attend all relevant Westcon vendors' product briefing and updates
- Develop thorough understanding of the Westcon product line to be able to effectively support customers

**Qualifications:**

- Microsoft experience, Distribution experience
- 3-5 years technology sales experience and BS/BA in relevant field
- Strategic Analysis, Long-Range Planning, Customer Focus, Relationship Building, High Impact Communication, Decisiveness, Industry/Company Knowledge, Versatility and Resilience, Leadership and Motivation Improving Performance

**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

**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.*