

**Position Title:** Program Manager/Project Coordinator

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## **Purpose of the position**

Drive the Westcons and vendor's global program in order to drive an increase in global deals. Act as a project coordinator on customers global deployments.

## **Duties and Responsibilities Include:**

### ***Vendor and Customer Relations***

- Establish strong, productive relationships with vendor staff who are responsible for the vendors global programs
- In coordination with sales staff, works within customer accounts to position global programs
- Build visibility with vendors and customers to create a competitive distribution advantage for Westcon global model
- Influence vendor and reseller to make the Westcon global model there standard offering
- Build relationships with all key vendor contacts

### ***Global Project Coordination***

- Work with customers, vendors and Westcon staff across the globe to ensure successfully delivery of global deployments
- Establish processes and systems in order to increase the efficiency in the executing of global deployments
- Refine project management on an ongoing basis as new opportunities come into play.
- Set proper expectations with Customers, Vendors and Westcon Staff
- Track and report on multiple projects

### ***Marketing***

- Work with marketing to develop programs for demand creation and sales development of global deals
- Present vendor global programs and objectives to Westcon sales force and customers
- Develop effective marketing to build awareness and sales volume
- Cross market complementary solutions into appropriate vertical segments

### ***Program Management***

- Support sales department with pre-sales and positioning of the Vendors global programs
- Research potential resellers for new resale opportunities
- Coordinate with vendor global teams to bring in new business
- Assist the sales team with information on global programs
- Position Westcon as the premier partner for both the vendor and reseller
- Develop program presentations for the sales force

## **Knowledge**

- Technology:
  - Good knowledge of IT/Telecom industry
  - Ability to use standard software: MS Office Applications
- Finance
  - Budgeting and Forecasting
- Business/Marketing:
  - General understanding of marketing including product demonstrations
  - Understand the market and competitive landscape
  - Strong business development skills
- Project Coordination
  - Project management

## **Qualifications**

- Minimum 3 years sales experience
- Minimum 5 years experience in IT networking (either sales or product management)
- Technical background and experience with technology
- Background in product management
- College degree (preferably business, marketing, or management)

## **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

## **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.*