

Position Title: Security Product Sales Manager

Purpose of the position

Drive sales of assigned vendor lines. Engage with vendor and sales team to develop and execute growth programs to achieve sales targets.

Duties and Responsibilities Include:

Vendor and Customer Relations

- Establish strong, productive vendor relations
- Continually identify new customer targets and execute a strategy to acquire them
- In coordination with sales staff, works within customer accounts to position product line
- Build visibility with vendors and customers to create a competitive distribution advantage for Westcon products
- Influence vendor and reseller to specify your offerings
- Build relationships with all key vendor contacts

Business Management

- Develop quarterly plans for achieving market growth and incremental sales
- Provide quarterly reviews of plan execution
- Refine growth plans on an ongoing basis as new opportunities come into play
- Identify ways to build margin by means of bundling, introducing generic third party materials, etc
- Ensure inventory position is adequate to fulfill sales pipeline.

Marketing

- Work with marketing to develop programs for demand creation and sales development
- Present vendor marketing programs and objectives to sales force
- Obtain vendor funding for marketing events and programs
- Identify in-demand products within assigned product line and develop effective marketing to build awareness and sales volume
- Cross market complementary solutions into appropriate vertical segments

Sales Support

- Support sales department with pre-sales and positioning of your product
- Work with sales groups to forecast sales activity
- Research potential resellers for new resale opportunities
- Coordinate with vendor sales representatives to bring in new business
- Assist the sales team with information connecting assigned products with other offerings
- Position Westcon as the premier partner for both the vendor and reseller
- Develop product presentations for the sales force

Knowledge

- Technology:
 - Excellent knowledge of products in assigned portfolio
 - 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

Qualifications

- A team player that collaborates with others to exceed established goals
- 5 years sales and marketing experience
- Knowledge of IT security solutions and market a plus
- Great communication skills
- Aptitude for learning additional product knowledge
- BS/BA or equivalent experience

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 has been in business since 1985. We are a fast growing, multi-national specialty distributor of networking, communications and security equipment for leading technology vendors. Westcon Group is 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. We are committed to the delivery of superior quality of service based on a foundation of honesty, integrity and ethical treatment.

Our employees are as important as our customers and we take pride in recognizing their outstanding talents and efforts.

Visit our website at www.westcon.com for more information.