

External Product Sales

Role

The role of the Product Sales Manager is to develop the business and revenue for our products, by recruiting, training, motivating resellers and developing business opportunities for the resellers with end user customers.

Specific experience and knowledge of IP technologies and security is essential and storage, switches knowledge would be an advantage.

This is an external role and will involve travel around the country and occasional overnight stays and is office based in Woking. Person needs to be very enthusiastic, sales focused and familiar with business development.

Measures

- To meet or exceed margin targets and revenue.
- To meet or exceed required daily activity targets as directed by Sales Director.
- To achieve a minimum number of appointments per week.
- To meet or exceed daily telephone activity targets when in the office.
- To broaden the product range within an account set in accordance with goals set.
- Agree quarterly activity plans with resellers and monitor them.
- Work with marketing department to produce a quarterly marketing plan for your given product set.

Objectives

- To maximize revenue opportunities for set products
- To maximize margin opportunities for Wick Hill.
- Developing strategic relationships with Resellers in your territory, qualifying and forming relationships between the Reseller, Vendor and Wick Hill resource's with multiple and single decision-maker contacts within the account base.
- To generate, qualify and follow up leads within the Wick Hill system, bringing such leads to a timely conclusion with tracking information.
- Using systems to keep accurate records of all contacts made with Resellers.
- To work as part of a team with internal sales, product and sales management sharing information and maximising effectiveness within the Reseller base,
- To achieve or exceed set daily activity targets, which are based upon phone time and achievement of margin target as set quarterly.

- To maintain a professional relationship with the local vendor team and to ensure that supplier is involved in all discussions as appropriate.
- To report every month to the Sales Director a sales forecast, which is discussed with the vendor and the rest of the team.
- Work with the Internal sales team, to get appointments and provide trip reports from visits so account managers know what has happened from visit.

Competencies

PC Literate, intermediate knowledge of MS Office and specifically excel.

Proven channel experience with proven track record of achievement to target in a business development role.

Knowledge of security products and/or knowledge of networking environment, preferably Firewalls and with experience in the IT sector.

Profile

Proven experience in growing a business

Ability to work on own initiative and plan activities

Like travelling, be on the road a minimum of three days a week visiting new and existing resellers approximately 50:50 split.

Salary and OTE payments

Salary would be split 60:40 between base salary and OTE, and include a car or allowance

To apply for this role please email your cv to: info@wickhill.com