

BUSINESS UNIT MANAGER

Overview:

The Business Unit Manager is the key link between the vendor and the business, driving strategy, team performance and growth across the retail and commercial/public sector channels. Reports to the Brand Director.

Responsibilities:

- Achieve annual gross profit targets within budgeted inventory levels
- Manage the IBM Brand team, including BDMS, Product Managers, an Operations Assistant and Product Specialists
- Mentor and coach team members
- Build strong relationships with sales teams, sales silo managers and the vendor
- Contribute to annual budgeting and planning, and track results
- Lead business planning with internal and external Business Partners
- Grow Business Partnering in line with vendor growth expectations, including marketing and demand generation
- Drive distribution into Retail and Commercial/Public Sector channels
- Facilitate technical and sales training across internal teams and the partner/reseller base
- Manage the sales funnel and present results at weekly team meetings

Requirements:

- Five years of relevant experience in the IT distribution/resale channel, ideally with IBM
- Proven team management experience
- Experience in business development within Business Partner accounts
- Track record selling to and engaging customers at all levels, including high-profile clients
- Strong sales planning and deal-closing experience
- Matric certificate with exemption
- Intermediate MS Office skills (Word, Excel, Outlook, PowerPoint)
- Excellent communication, negotiation and interpersonal skills
- Valid driver's licence and own vehicle, with willingness to travel
- A tertiary qualification/diploma in Sales, Marketing or IT is an advantage

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