

BUSINESS UNIT MANAGER

Overview:

Our client is a well-established IT distribution business in Midrand, driving growth on IBM's Hardware portfolio. As Business Development Manager, you'd own new business development and vendor and partner relationships for the portfolio, working closely with the Business Unit Manager: IBM to hit revenue and profit targets.

Responsibilities:

- Develop and maintain relationships with the vendor and its partner ecosystem
- Liaise with vendors, alliance vendors and partners to identify new business opportunities
- Work with the vendor and partners to develop and implement growth strategies
- Provide weekly sales forecasts to management
- Represent the company and the vendor at partner and customer engagements and conferences
- Collaborate on business cases for senior stakeholders, including C-level executives
- Participate in tender evaluations, product recommendations and pricing
- Grow share of wallet for the vendor's products across the partner base
- Deliver vendor presentations and training to internal sales teams and partners
- Support the achievement of the vendor's portfolio revenue and profit targets

Requirements:

- Minimum of 5 years' business development and/or external sales experience within the IT industry
- Strong understanding of the IT industry, channel, marketing and promotional strategies
- Proven track record of sales success within the IT industry
- Experience developing go-to-market strategies and sales plans
- Matric with Mathematics
- Excellent computer literacy in MS Excel, Outlook and PowerPoint
- Excellent networking, relationship-building and negotiation skills
- Valid driver's licence and own vehicle, with willingness to travel
- A relevant tertiary qualification is advantageous
- Knowledge of IBM Hardware sales is advantageous

Apply now : hello@hustlesa.co
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