PRODUCT MANAGER

Overview:

Our client is an established ICT distributor looking for a Product Manager to manage and grow a software portfolio across its partner network. The role combines partner management, sales support, vendor engagement and product administration, with responsibility for supporting revenue and profit growth while keeping the portfolio commercially and operationally well managed.

Responsibilities

- Support monthly sales, revenue and profit targets.
- Grow and manage the existing partner base.
- Support account planning, customer mapping and partner development.
- Generate leads and support the sales process with channel partners.
- Deliver product and brand presentations.
- Manage vendor and partner relationships across key stakeholders.
- Produce accurate costing and quotations.
- Support customers and systems integrators with product and sales queries.
- Drive partner marketing activity aligned to vendor priorities.
- Maintain accurate product and pricing information within the ERP system.

Requirements

- Minimum 5 years' experience within an IT environment.
- Previous ICT distribution experience.
- Strong knowledge of software tools and products.
- Understanding of software and cloud value propositions would be beneficial.
- Customer service experience.
- Understanding of forex conversions and calculations.
- Matric with Mathematics.
- Business or IT qualification would be advantageous.
- Relevant vendor accreditations would be advantageous.
- Strong communication, presentation, administration and relationship-management skills.