

# Vendor Alliance Manager: SA & SADC (F5)

## THE OPPORTUNITY

To nurture Vendor relationships. Ownership for the day-to-day business management of revenue and profit targets. Development of the channel via existing and new reseller partnerships.

### Key Skills

#### For Exclusive Networks Africa (SA & SADC):

- Product focus of 1 or more Vendors
- Understand where the vendor complements and competes within the existing vendor landscape.
- Promote complimentary vendor solutions and articulate the Exclusive Networks message.
- Working to achieve both individual and team targets against agreed profit requirements
- Key contact for the specified vendors within Exclusive Networks, developing relationships at all levels of the vendor organisation.
- Training and enablement of Exclusive Networks team ensuring any accreditations are maintained
- Annual and quarterly business planning and review meetings with vendors
- Managing key accounts alongside the Account Managers
- Work closely with the internal & external sales teams to set and co-ordinate partner meetings
- Proactively work with Exclusive Networks and Vendor marketing teams to:
  - Recruit, enable and drive new resellers
  - Develop end user lead generation programs with resellers
  - Implement sales & technical training programs
  - Manage Pipeline, loan process and Stock profile for the vendor
  - Ensure internal systems are update date with vendor pricelists, collateral, discount structures and processes.
  - Producing monthly sales forecast reports and statistics for Exclusive Networks management and the vendor

#### For the Partners:

- Drive the quarterly business plan working alongside the Account Manager and Vendor Channel Team
- Work with the partner to on-board vendor through training and enablement across all relevant departments
- On-going training to educate the partner on new releases and competitive messaging
- Support vendor focused activities, such as end user events and focus days
- The point of contact for escalation

#### General:

- The ability to form, build and farm relationships, network effectively and intelligently, internally, within the vendor and partner base.
- The ability to clearly articulate the vendor message to suit the audience, for example technical, commercial, or financial and gain the buy in of all stakeholders.
- Ensure that a professional “research driven” approach is adopted to each meeting and opportunity

	<ul style="list-style-type: none"> <li>• Liaising with internal departments e.g.: Operations, sales, technical consultants, to fulfil customer needs, such as arranging demonstrations, organising quotes, logistics and customer risk management.</li> </ul>
<b>Experience and Education</b> (Required qualifications, training, and experience)	<p><b>Preferred:</b></p> <ul style="list-style-type: none"> <li>• 2 years' experience in a Sales, Product Specialist or Vendor Management Role.</li> <li>• End User Sales experience. Due to the nature of the role, there will potentially be a need to attend end user meetings.</li> </ul> <p><b>Essential Skills Required:</b></p> <ul style="list-style-type: none"> <li>• Minimum 2 years' experience in an external facing role</li> <li>• Highly motivated, with a pro-active approach to their workload</li> <li>• Able to work on their own initiative and as part of a team</li> <li>• Knowledge of the IT channel and commercial challenges for distribution</li> <li>• Target-orientated</li> <li>• Experienced presenting to senior level contacts</li> <li>• Clear communication and analytical skills</li> </ul>
<b>Reporting to</b>	Vendor Alliance Director