

General Manager: Networking and Storage

THE OPPORTUNITY	
Key Skills	<ul style="list-style-type: none">• Develop and manage a strategy, which will optimise product performance in the market place while achieving the objectives & targets set by both the vendor and the company• Build relationships with Product Partners and grow market share and interest• Create and implement product strategies for assigned product and target market• Understand the sales stages, qualification stages and reporting on CRM system to ensure proper pipeline management• Identify and qualify new market opportunities and develop new product roadmaps to address their needs
Experience	<ul style="list-style-type: none">• Experience in Distribution and Reseller Channel• Minimum 3 years' management experience• Minimum 5 years' business management experience• Have a good understanding of different Networking product range
Education	<ul style="list-style-type: none">• Minimum Grade 12 qualification• Relevant Degree/Diploma in Business Management, Communications, Marketing, Customer Relationship Management, Business Administration or any other related field MS Office Suite (intermediate)
<p style="text-align: center;"><u>HOW TO APPLY</u></p> <p>All applications must be forwarded to careers@nu.co.za When applying for the abovementioned position please use the vacancy # in the footer of this document as your reference in the subject line.</p> <p>Note to ALL applicants: Should you not receive a response from us, your application will automatically be stored in our database and we will contact you if a vacancy matching your skills becomes available.</p>	