

Business Development Manager -Cisco (in Pakistan)

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Company: Ingram Micro

Location: , , Pakistan

Category: other-general

It's fun to work in a company where people truly BELIEVE in what they're doing!Job

Description:About usIngram Micro helps businesses fully realize the promise of technology.

No other company delivers the full spectrum of global technology and supply chain

services to businesses around the world.Ingram Micro's global infrastructure and deep

expertise in technology solutions, supply chain, cloud, and mobility enable its business

partners to operate efficiently and successfully in the markets they serve. we are looking

for a Business Development Manager - Cisco who will be Driving and improving vendor

sales whilst meeting the vendor and company objectives and targets. You will micro

manage all layers of the sales channel and improve product depth and market share for

all tiers. you will focus on maintaining current business relationships, improving inactive

accounts, and creating new business opportunities. you will be aware of all project bids and

target Ingram Micro's involvement in them.What will you do?establishes productive,

professional relationships with key personnel in assigned partner accounts.You will

coordinate the involvement of company personnel, including support, service, and

management resources, to meet partner performance objectives and partners'

expectations.You will meet assigned targets for profitable sales volume and strategic

objectives in assigned partner accounts.You need to Proactively lead a joint partner planning

process that develops mutual performance objectives, financial targets, and critical

milestones associated with a productive partner relationship.you need to proactively assess,

clarify, and validate partner needs on an ongoing basis.You will sell through partner

organizations to end users in coordination with partner sales resources.You will manage

potential channel conflict with other firm sales channels by fostering excellent communication internally and externally, and through strict adherence to channel rules of engagement. You will lead solution development efforts that best address end-user needs while coordinating the involvement of all necessary company and partner personnel. You will ensure partner compliance with partner agreements. You will drive the adoption of company programs among assigned partners. Which Talent do you bring? You are a graduate with a minimum of 5 years of experience in IT Sales. You have minimum 3 years of experience in Networking & Infrastructure. You have experience in selling Cisco products. You are enthusiastic and driven by results with a strong will to succeed. You are a self-starter, self-motivated, and a team player. You have a strong Customer-first mentality able to utilize your relationships to drive results. What's in it for you? You will get a great opportunity to be part of the ambitious plans we have for growing one of the most important parts of our organization. We will support you in your professional and personal development, by providing you with access to LinkedIn Learning and many high-quality training courses to increase your technical knowledge and expertise. You will also get the opportunity to work with passionate team members and stay connected as one family. Ingram Micro is committed to creating a diverse environment and is proud to be an equal opportunity employer. We are dedicated to fostering an inclusive and accessible environment where all associates are valued, respected, and supported. We are highly driven by our tenets of success: Results, Integrity, Imagination, Responsibility, Courage, and Talents.

#J-18808-Ljbffr

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