

## **The Role:**

Understand, manage and promote the HP product range through vendor relationships and thoroughly understanding the dynamics of the market, customers and contracts. Ability to work with the sales teams (internals and externals) to drive product sales and deals through to the customers.

## **Key Duties Include:**

- Ownership, responsibility and accountability for HP client product portfolio across XMA's market places. Close liaison with Sales Managers, Pricing, Marketing and Purchasing teams to deliver sales and product targets.
- Good understanding of inventory management.
- Understands the dynamics of a designated market segment and negotiates with vendors to move products in and out of portfolio in line with market requirements.
- Spots and acts upon product opportunities to earn incremental revenue.
- Inspires sales staff to promote designated product range to customers at every opportunity. Develop cross and up sell plans with sales managers to target the customer base.
- Close liaison with the market intelligence and database management department to ensure product opportunities are seized and targets are in line with market dynamics.
- Close liaison with Marketing department to ensure all products reflect the XMA brand and technology focus. Strong emphasis on driving the most economical and efficient route to market. Demonstrates desire to actively promote product and technology on the Web.
- Develops integrated marketing plans across vendors, XMA and customers. Works closely to execute plans. Supports all departments with regards to vendor and customer liaison and escalation of issues.
- Strong understanding of XMA's Product, Vendor, Service, Support and Delivery capabilities. Incorporating this knowledge in supporting the sales teams in submitting successful contracts / bid responses.
- Understanding, knowledge and manipulation of pricing systems to generate incremental gains.
- Understands vendor-based systems to transact sales and activities.

## Key Requirements include:

- A proven track record in Product Management.
- Good Experience/knowledge of working with vendors in a reseller/channel model
- Build, execute and be accountable for the vendor business plan.
- High level of competency with MS Office and collaboration tools.
- Ability to manage / work with vendors to minimize costs and maximize opportunities.
- Strong commercial acumen and budget management experience.
- Establish business reporting cadence through QBRs and vendor meetings.
- Good inventory and procurement knowledge.
- Excellent team skills.
- Strong bid writing and tender response skills.
- Good project management skills.
- Excellent communication skills.