

Commercial Executive Job Description

Commercial Partner Management Division

Led by Andy Wright Commercial Director

The role **Commercial Executive**

Overall Purpose To support the XMA sales teams to drive profitability across aligned technology area, by executing against strategic objectives & business plans.

Key Responsibilities

This job description gives guidance on the core responsibilities & activities of the role.

- Develops and maintains favourable relationships with aligned Vendors, understanding their technology, commercial and product propositions.
- Works collaboratively with distribution partners to maximise commercial position on opportunities for XMA.
- Helps create and executes against Vendor business plans.
- Assist the sales teams with complex quotations & the application of Vendor commercial programs to opportunities including driving deal registrations
- Supports the XMA Bid & Pre Sales teams with timely and accurate vendor technology and pricing information.
- Develops & drives lead generation activity.
- Executes against Vendor promotions and sales initiatives.
- Manages pipeline of opportunity & forecasting into XMA and Vendor community.
- Keeps up to date with market development, IT market trends and competitor landscape in aligned technology area.
- Collaborates across XMA technology areas to create cross & attach sell opportunities.
- Works with XMA marketing division to execute against Vendor marketing plans in line with XMA propositions & messaging.
- Keeps up to date with aligned Vendor certifications & accreditations.