

## **Infinigate - Vendor Sales Specialist**

### **Summary/ Main purpose**

The main purpose of the VSS role is to drive new revenue growth through proactive partner focused sales activity and support those partners (customers) ongoing once onboarded. The VSS is internally based with an external focus and will proactively work with new and existing partners to recruit, onboard and support ongoing business development and sales for one or more focus vendors. The VSS will work with the wider sales team to drive and support business growth and be a focal point inside of the business to support and advise customers and staff. The VSS is responsible for one or more vendors within the Infinigate UK portfolio and core to this role is supporting the BDMs with acquisition of new customers as well as supporting existing business relationships. The VSS is also responsible for the delivery of vendor specific support to the Account Management Teams within the Centre of Excellence model.

### **Duties & Responsibilities**

- Acquisition of new customers directly by phone and via the account management team.
- Booking of new customer meetings for BDMs and Vendor (where applicable).
- Supporting the recruitment, onboarding, business development and sales of new customers.
- Providing ongoing support and driving growth within onboarded customers.
- Customer care and growth of existing customers in order to increase revenue and margin streams.
- Conduct price and delivery negotiations with vendors and resellers and follow-up on all quotations and opportunities.
- Close cooperation and alignment with sales and process staff inside Infinigate / Vendor to provide service excellence.
- Selling vendors or Infinigate training and professional services with support from account management.
- Manage product solution opportunities with Pre sales specialists; meeting deadlines, making relevant recommendations of additional software and services.
- At all time to use tools (Bids, discounts, knowledge) to maximise margin and revenue for Infinigate.
- To support marketing and sales in delivering key market and selling messages.

- To work closely with Inside Sales, providing guidance on pricing and licensing where required.
- Identification of projects with the customers and attendance until implementation.
- Assist the BDMs in Forecast planning and deputise in times of absence.
- Consistently update and manage CRM to help provide an accurate activity record.
- To support, with assistance from the relevant BDMs, the relationship with the Vendor.

Closing Date: Friday 24th March at 12pm