

Vendor Sales Specialist - Location to be Confirmed

Summary/ Main purpose

Responsible for managing relationship with vendors and providing specialist product support within the Nuvias group operations whilst adhering to the company's ISO 9001 & 27001 standards at all times.

Duties & Responsibilities

- To manage, with the assistance of the Product Sales Manager, the relationship with Juniper Networks at all levels and conduct business reviews when required.
- To maintain & grow the Nuvias-Juniper channel market share
- Assist sales team with quotes and technical pre-sales questions on an ongoing basis.
- Manage product solution opportunities with pre-sales specialists meeting deadlines, making relevant recommendations of additional software and services.
- Liaise with client pre-sales resource, identify deals with Partners & Juniper Networks and work with pre-sales to ensure accuracy of configurations and solutions offered.
- Manage communication in sales process and implementation of product solutions.
- Building relationships with existing resellers in order to increase revenue and margin streams.
- Grow revenues and margins for Nuvias through core partners & new reseller acquisition.
- Accurate forecasting of revenue and gross profit streams using Nuvias CRM system.
- Cross selling whole company product range where possible.
- Stock management, where applicable.
- Working with Juniper, Resellers and Nuvias Sales and Marketing teams in order to deliver effective marketing and demand generation campaigns.
- Manage backorder
- Adhering to company policy and working to the Company Quality Management system at all times

Closing Date: 24th March 2023