

## **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 identify, recruit and enable new partners in order to increase revenue and margin streams, as well as adhering to the Extreme Networks partner program requirements.
- Working with Extreme Networks, Resellers and Nuvias Sales and Marketing teams in order to deliver effective marketing and demand generation campaigns.
- To work with existing partners to develop, nurture and generate new revenue and margin streams.
- To understand at a sales level, Extreme Networks technology solutions to market.
- To maintain a relationship with Extreme Networks peers at all levels and conduct business reviews when required.
- Assist Nuvias sales teams 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, register deals with Extreme Networks and work with pre-sales to ensure accuracy of configurations and solutions offered.
- Manage communication in sales process and implementation of product solutions.
- Assisting Nuvias & Extreme Networks account managers with accurate forecasting.
- Cross selling or opportunity identification across whole company product range where possible.
- Adhering to company policy and working to the Company Quality Management system at all times

Closing Date: 24<sup>th</sup> March 2023