SCC FOR 00256

Complete and return to [recruitmentsupport@scc.com](mailto:recruitmentsupport@scc.com).

1. **Main Details:**

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| --- | --- |
| **Job Title: Networking and Security Sales Manager** | **Job Title of Line Manager: General Manager Networking** |
| **Department: Sales** | **Section Name: Networking** |
| **Number of Staff Supervised: n/a** | **Job Title of Team Members: n/a** |

1. **Overall Job Purpose:**

We are looking to increase our footprint in networking within our existing customers and new customers within the Public Sector Vertical. The role will provide a player/manager specialist sales function to the account management teams and specifically drive business in local area networking, wireless, security, WAN and Data Centre networking technologies.

1. **Main Duties of Job:**

* Drive strategic, net new business within the Public Sector, engaging early to drive new opportunities.
* Engage with senior leaders within the public sector customer base
* Engage with senior leaders across our vendor stack (Cisco, Juniper, HPe Aruba etc)
* Bring net new customers to SCC
* Help drive the right blend of business – margin and revenue based to bring us up the rankings with a variety of vendors – Cisco – Aruba – Juniper – Fortinet.
* Provide specialist resource to the business in the provision of solutions to customers based on LAN, Wireless, Security, WAN and Data Centre Networking Technologies.
* Liase with colleagues and customers to drive the overall number
* Provide support for on site customer meetings
* Provide pricing and proposals to customers against their specific requirements
* Take a proactive role in driving, developing and delivering your business.
* Bring the customer context (i.e. budget, operational factors) to the business allowing us to take the right decision on how to bid and provide the right solution
* Drive product, professional service and annuity based sales
* Carry out training and accreditations
* Working alongside our existing sales specialist function
* Working alongside our existing sales team (Healthcare, Local Government, Central Government, Police and Blue Light, Education)

1. **Skills, Knowledge & Experience:**

* Specific expertise in Cisco, HP Aruba, Juniper, Fortinet
* Ability to work with customers at a range of levels from tactical to strategic engagements
* Have worked in a specific overlay function previously
* Understanding of key vendor programs, offerings and way’s of working
* Have worked with mid market sized customers across a number of key verticals
* Understanding of key vertical propositions
* Ability to match technology to specific business need
* Capable of hunting and farming
* A safe and sustainable approach to business
* Self starting, able to work individually or as part of a team
* Ability to build trusted relationships within the team(s)
* Carry vendor specific accreditations
* Deep understanding of the technologies and solutions we provide
* Must have credibility in front of customers and colleagues
* Will take ownership of the customer situation