

|  |  |
| --- | --- |
| Role Title | Windows 11 & Copilot+ PC Sales Champion |
| Function & Dept. | Workplace BU |
| Career Growth Level | Collaborating & providing Technical Knowledge (E) |
| CGP Descriptor | Specialist team members with experience of specific fields, may have some involvement in amending and constructing processes to criteria. Technically or Operationally knowledgeable in a defined field or, may have responsibility for key customer engagement activity |
| Team | Sales |
| Reports to | Will Carver – Alliances and Core Services Dir DWP |
| Role Purpose | The Digital Workplace (DWP) Business Unit is a newly created division of SCC, there to enable productivity conversations, and create real value for clients by leveraging more than 40 years of experience in the market.  The BU is designed to bring together equipment supply, service wraps and financial solutions into a single, easy to consume package for customers. Although most customers have already moved to Windows 11, there is significant demand expected for the next 6-8 months, and we are transiationing SCC’s value proposition to focus heavily on developing a new PC category called Copilot+ PCs – that is devices created specifically to run AI workloads like Copilot, Line-of-business AI applications and locally processed AI software.  We need individuals capable of helping SCC’s New Business teams during the sales cycle - from finding internal finance, aligning stakeholders, testing applications, selecting devices, getting those devices configured and rolled out to collection of old devices and getting them recycled or resold – and SCC can help every step of the way.  The Windows 11 Champion will be at the heart of the BU’s growth, working with key vendor - HP, Dell, Microsoft Surface & Lenovo, and driving new device business, primarily from acquisition accounts, but also working with our managed accounts where needed. You will be there to help create pipeline, qualify opportunities and close profitable business.  Working closely with SCC and Vendor sales teams, SCC Alliance Managers and SCC Service teams, you’ll be engaged with customers, with your aligned vendor and with all areas of SCC and be on point to deliver device volume growth for SCC, margin for the branches and help deliver end to end profitability to SCC as a whole.  This is a unique chance for someone early in their sales career to get exposed to multiple different kinds of clients, across the UK from commercial to public sector and from the very large and strategic to new relationships to SCC, to learn from some of the best sellers in the UK and to add value immediately to them and to the business.  SCC wants someone with drive and ambition, willing to get stuck in at all levels and help generate business, but who is also able to work well across different teams and not get intimidated or put off by working across different departments and sectors to get the job done. |
|  |  |
| Key Responsibilities | |
| 1. Help us to drive volume growth on devices using Windows 11 and Copilot+ PCs 2. Be responsible for pipeline management on all opportunities with our vendors 3. Build engagement with the branches and agitate for engagement and enablement wherever it’s needed to drive your number 4. Qualify and close business with customers, engaging with sellers and customers as needed 5. Own relationships with your vendor and with customers to help close business in a crowded market 6. Own a margin number against device sales 7. Engage with marketing to help drive SCC go-to-market sales strategy and demand generation 8. Work closely with SCC services teams to ensure a 360-degree sale for SCC and a complete solution outcome for the customer 9. Work closely with the vendor alliance team to nurture and build key relationships across the vendor’s sales teams 10. Help to shape the long-term strategy of the DWP Business Unit, especially with SCC’s Managed Services capabilities. 11. The primary measure of success and renumeration will be a margin based goal, with a secondary measure around unit volume growth 12. Complete knowledge of your pipeline, where we are in the sales cycle, the key next steps and accuracy of forecasting is key 13. Relationship management within SCC, your aligned vendor and your customers is also critical to success 14. “Good” looks like a high volume of units sold and a total margin on devices generated for SCC | |
|  |  |
| Person Specification | |
| 1. A clear willingness to learn and bags of energy to drive is the most important qualification for the role 2. Experience working in a complex and fast moving business would be beneficial – a reseller or manufacturer ideally but not critically. 3. Experience of the sales process, directly or indirectly is important – ideally 2-3 years or more 4. A knowledge of the IT market at a high level, including key trends in workplace and the challenges that might face customers 5. Knowledge of Windows 11 key sales points would be preferred 6. Understanding SCC in detail would be preferred 7. Understanding one or more of HP, Dell, Lenovo and Surface would be ideal | |

|  |  |  |
| --- | --- | --- |
| Key  Competencies |  | Level |
| 1. | Business Acumen | 1 |
| 2 | Business Development | 1 |
| 3. | Communication Skills | 1 |
| 4. | Presentation Skills | 1 |
| 5. | Relationship Building | 1 |
| 6. | Selling | 1 |

|  |  |  |
| --- | --- | --- |
| Value Behaviours |  | Level |
| 1. | Responsibility |  |
| 2. | Passion |  |
| 3. | Customer First |  |
| 4. | Agility |  |
| 5. | Family |  |

|  |  |  |  |  |
| --- | --- | --- | --- | --- |
| Version | Date | Description | Approved by | Date |
| 1.0 | November 2023 | Original | HR | November 2023 |
| 2.0 | March 2024 | Formatting of cells | HR | March 2024 |
| 3.0 | July 2025 | Update of JD |  |  |