

Internal Product Sales

Role

The role of the Product Sales is to grow the revenue for your assigned products and achieve agreed targets. You will become the expert and product champion for your product set on the sales floor, act as a key contact to the vendor, and be responsible for key aspects of your product set within the company. Please note that you are still expected to play a full role on the sales floor that is covering lates, filling, lunch rota and sales meetings on a Monday morning.

Product Objectives

For all your products ensure the following is achieved:

- Ensure company has the latest price list available, prices and exchange rates to be agreed.
- Ensure that order system has the latest approved price list and product groups are correct.
- Ensure all sales staff are trained to sell your product and are regularly updated on approved promotions.
- Ensure all sales staff can process a quote correctly for all your products
- Ensure all sales staff can process an order for all your products and scenarios e.g. Pro-rata, add on's, licenses etc.
- Run reports to show all large projects for your products and qualify these with sales staff.
- Maintain a monthly forecast for your products 3 months in advance.
- Handle all special quotes and be involved in larger projects.
- Achieve target number of active trading resellers per month.
- Recruit resellers and identify new target accounts each month.
- Follow up on all Demo's with sales staff to ensure these are qualified, progressed and returned correctly.
- Talk to logistics to update and advise on new product requirements, process with vendors or retired products.
- Discuss and recommend any special stock requirements, stock rotations, plus levels of stock required including demo stock to satisfy customer demand.
- Provide content to Marketing for monthly newsletters
- Create leads for your products by working with Marketing
- Personally generate appointments for your vendors/Wick Hill on your products
- Drive the sales team to book appointments for your products ensure that visit reports are completed.
- Action all leads provided by Marketing, within 48hours.
- Ensure all leads provided to resellers/sales are actioned within 72hours
- Ensure leads are followed up using the Lead Management System and ensure that the resellers give feedback in a timely fashion.
- Ensure web site and micro sites are up to date on your product set
- Ensure that collateral (Brochures, case studies, competitive analysis, etc) is up to date and relevant on web

Personal targets

Achieve or exceed set daily activity targets, which are based upon minimum phone time and achievement of margin target as set quarterly.

To maintain a professional relationship with all your vendors and orchestrate functional contacts to ensure that vendors work with correct contacts.