



Cisco Services Manager

Our client is an international group of companies, listed on the main market of the Cyprus Stock Exchange and a member of the FTSE/CySE20 index. The Group's activities include the distribution of Technology products, the provision of Integrated IT, Networking, Telecom and Business Software Solutions and the execution of large infrastructure projects. Our client has a physical presence in 20 countries, employs over 600 professionals and services more than 8.000 customers in 30 countries in Europe, Middle East, Gulf North Africa and Asia.

Our client is currently seeking to recruit a professional to assume a leading role of Cisco Services Manager. The position is based either in Greece or in Nicosia, Cyprus.

Job Description

The person to be appointed will be expected to successfully:

- Represent the owner of Services, Software and Annuity across the group.
- Aim to achieve the budgeted sales volumes & revenues of the company on the group level as well the vendor's sales targets.
- Identify target markets, develop and implement innovative sales and marketing strategies around the initiatives of Services, Digitization, Software and Annuity Business.
- Evaluate channels and develop the company's strategy by profiling and selecting the right channel partners to position Services, Digitization, and Software.
- Manage the relationship of the Vendor for the initiatives of Services, Digitization and Software.
- Present at partner events and internally on the initiatives.
- Present at Cisco's and internals; QBRs (Quarterly Business Reviews) the sales results and justify any deviations from the plans and the action required reducing the gaps.
- Generate, track and report sales to management.
- Proactively work with the sales teams across the countries to push the initiatives, drive sales and drive product awareness and present current solutions around Services, Software and Digitization.
- Enable the Services / Digitization leads across the regions on new promos, products and engagement coming directly from Cisco.
- Liaise with the Sales Managers and Business Unit Heads to ensure that the quarterly sales targets are met and ensure business development is executed.
- Design plan and execute campaigns on Digitization, Services and Software based on information available from Cisco or our client's Cisco Central Team.
- Collaborate with Marketing team to produce required material to support their mission (presentations, leaflets, documentation).
- Work closely with the members of our client's Cisco Central Team to execute the strategies across the regions.
- Keep up to date with new Cisco & competitive technologies



- Monitor the weekly forecasts submitted by the regions

Desired Skills & Expertise

Candidate must meet the following requirements:

- University degree in Business Administration, Management Information Systems, Marketing or equivalent (technical discipline, preferably in Engineering, Science is a plus)
- Minimum five years' experience in sales, Business Development and marketing within a distribution channel (Sales experience in the IT industry is a plus)
- A Cisco certification and/or Specialization is an advantage
- A good knowledge on Cisco Services, Cisco Software and Digitization is a plus
- Excellent communication and presentation skills
- Be able to work on flexible working hours
- Computer literacy: MS Windows applications (Word, Excel, Outlook, PowerPoint etc)
- Excellent knowledge of oral verbal and written English
- Ability to travel
- Highly motivated, committed, with genuine desire to succeed in sales
- Team oriented and enjoys dealing with people on all levels
- Ability to build strong trusting relationships with all stakeholders
- Problem solving skills
- Analytical thinking ability and result oriented
- Capacity to work in a high pressure and fast paced environment

CV Submission (in English) & Communication Address:

hr@cvglobal.com CODE: CISCO

All applications are confidential

Please Respond ONLY if you comply with most Job Qualifications