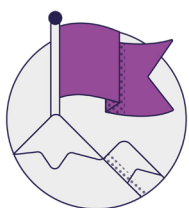


Organisation Overview

Westcon-Comstor is a value-added technology distributor of category-leading solutions in security, collaboration, networking and data centre technology. Westcon boast over 30 years of success, are backed by over 4,000 associates and have a global turnover over US \$5 billion.



Recruitment Challenge

Robertson Sumner have partnered with Westcon-Comstor over an 18 year period; consistently delivering high quality distribution candidates across every level of their sales divisions. The biggest challenge Westcon have had during this period though, is in their security operation in Slough, finding Senior Business Development Managers with both security and channel experience. This is due to the fact that there aren't too many other security vendors or distributors in the area, limiting the talent pool for them to recruit from.



The Outcome

Robertson Sumner have consistently delivered on these Business Development Manager roles in particular by having a dedicated distribution focussed consultant actively searching the local market. By doing this, Robertson Sumner are also able to offer Westcon analysis and current market information so that they're confident that they're hiring the best available candidates on the market.

"After over two decades of utilising Robertson Sumner's expertise I would not hesitate in recommending them to anyone within the IT Sales channel. Robertson Sumner have always been diligent in providing the highest quality Sales and Marketing talent to Westcon and now have the added advantage of offering assistance with technical vacancies as well."

Michelle Woolrich, WestCon

