

Cisco 1Source Sales Persona



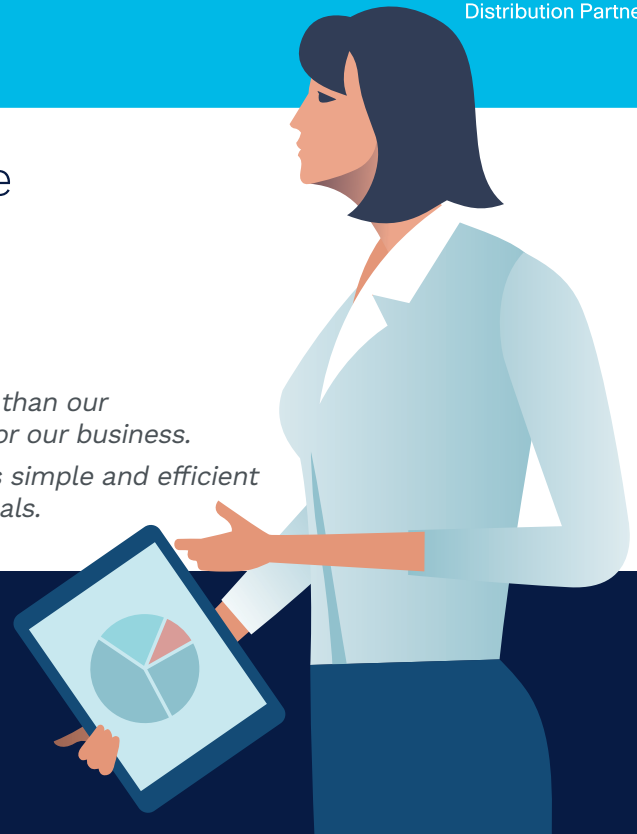
Sales Account Manager – Kate

Meet Kate, she works as a Sales Account Manager at a Cisco reseller.

What keeps Kate up at night

We want to be able to offer competitive quotes... faster than our competitors... in a way that still makes financial sense for our business.

We also want to make quoting, ordering, and tracking as simple and efficient as possible... to enable us to focus on securing more deals.



Considerations

- Sales
- Speed
- Competitiveness
- Simplicity
- Clarity
- End-to-End
- Up-to-Date

Key Pain Points

- Missing out on securing deals
- Slow, complex ordering and quoting processes
- Providing competitive deals to customers
- Staying up to date with pricing and offers
- Having to use multiple systems to get required information



How Cisco 1Source helps

Cisco 1Source from Tech Data collects everything you need into a single homepage, enabling fast quoting and ordering, and enabling simpler tracking and renewals. It converts estimates and deals into immediate self-served Tech Data quotes, as well as allowing management of your Cisco orders end-to-end.

- View Cisco stock levels
- One-click quotations
- Live pricing
- View and track Cisco orders end-to-end
- 24/7 quoting
- Cisco discounts
- Visibility of upcoming renewals

Let Cisco 1Source help you speed up your ordering and quoting processes, freeing you up to secure more deals and win more business. With everything you need in one place, 1Source is here to help your business thrive.

[To learn more, click here >](#)

