

## We are e92plus: the leading cybersecurity VAD for the UK channel

What does this mean? We're in one of the most exciting, dynamic industries, helping bring to market disruptive and next-gen technologies, building successful partner communities and helping to protect organisations, users and their data.

### About e92plus

We empower the IT channel, bringing innovative solutions from emerging and established vendors to market, and help our partners grow a profitable business with our services.

### What are we looking for?

We are continually expanding our team, and we're looking for the brightest talent to complement our team. We'll provide everything you need to help develop your career and achieve fantastic success.

### Next Steps

For more information on specific opportunities to send us your CV, call us on +44 (0)20 8274 7000 and ask to speak to the HR Manager or email us at [careers@e92plus.com](mailto:careers@e92plus.com).

Why work for e92plus? We're an ambitious, growing company that offers fantastic opportunities to learn, develop and build a successful career and unlimited potential that's not restrained by age or experience, only ability and results. Everyone benefits from continual training and development, plus we're a social company - with company events for both our employees and with partners, from our annual company kick off in Barcelona to football tournaments.



### Location

This role will be split between remote working and our HQ in Surbiton, Surrey.

## The opportunity

You will find, grow, manage and support your own business from existing and new channel partners within your particular region. On hitting a set threshold you can enjoy commission payments of 25% plus

## What you'll do

A New Business Account Manager is focused around growing the business from their reseller partners. This means developing the business with established vendors through that partner, introducing new e92plus technology and working with new reseller accounts. Our Account Manager team is the first introduction and daily point of contact to our reseller partners, so enthusiasm, service quality, product knowledge and a commercial focus are key attributes. Key activities include:

- Being the key go-to contact for the reseller at e92plus
- Providing quotations & order processing
- Managing and updating the sales pipeline
- Reseller profiling, to provide essential intelligence and insight into every account
- Calling dormant, old and net new resellers to introduce e92plus and start engagement
- Introduce e92plus added value services, including marketing and technical services

## What does a successful candidate look like?

- Open minded
- Outgoing and a great communicator
- A smiler dialler
- Self-Starter
- Not afraid of rejection!
- Someone with a capacity to absorb and use lots of information

## Team Engagement

You'll work closely with the other e92plus teams, in particular the Product Managers, to help introduce new and complementary technologies to your Accounts, booking meetings and running call outs.

You'll start working at our office in Surbiton, and the role reports into the Sales Director.

## Development

There is a clear opportunity to develop your career within e92plus, progressing to more senior sales roles.

## Targets/KPIs

Targets will be based on commercial targets: Building Pipeline, Forecasting and Sales.

- Hit your threshold & start earning 25% commission
- Call & Talk Time targets
- Introducing new technologies
- Marketing Targets