

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.

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.



The opportunity

You will find, grow, manage and support your own business from existing and new MSP channel partners within your particular region.

What you'll do

A New Business MSP Account Manager is focused around growing the business from their MSP partners. This means developing the business with established vendors through that partner, introducing new e92plus technologies and working with new MSP accounts. Our Account Manager team is the first introduction and daily point of contact to our MSP 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 MSP at e92plus
- Agreeing and maintaining MSP pricing agreements
- Account profiling, to provide essential intelligence and insight into every account
- Calling dormant, old and net new MSPs 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 MSP Account Managers, Product Managers and Technical Team, to help introduce new and complementary technologies to your Accounts. You'll start working at our office in Surbiton, and the role reports into the MSP Sales Director

Development

There is a clear opportunity to develop and progress your career within e92plus.

Targets/KPIs

Targets can be based on a number of objectives:

- Gross margin
- Call & Talk Time targets
- Partner recruitment
- Introducing new technologies
- Marketing Activities

Location

This role will be based from the e92plus head office (in Argent Court, Hook Rise South, Surbiton, KT6 7NL). Currently all staff work from home, and this will be reviewed as government guidelines allow.