

## 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

Work from home / e92 office / ConnectWise office

## The opportunity

The Product Sales Specialist (ConnectWise) is a high-volume sales role selling ConnectWise software products & services into existing and new MSP and VAR partners. This role will play a key part in expanding the e92plus MSP partner base by managing the entire sales cycle from prospecting to close.

## What you'll do

The Product Sales Specialist (ConnectWise) is focused on growing and supporting the monthly MSP subscription business with existing and new MSP partners, as well as promoting e92msp services. The Product Sales Specialist (ConnectWise) will be a prime point of contact for our MSP partners, so enthusiasm, service quality, product knowledge and a commercial focus will be key attributes.

Key activities will include:

- Achieve annual sales goal and KPI's
- Outbound proactive calling to promote and sell ConnectWise products to existing and new MSP and VAR Partners
- Profiling MSP and VAR partners and offering ConnectWise solutions that improve their business.
- Qualify prospective partners to build and maintain a pipeline of sales opportunities to achieve annual sales goals, set quarterly
- Negotiate opportunity terms including pricing and implementation
- Build, run and maintain annual business plan
- Regular communication with ConnectWise including running quarterly business reviews

## What skills or knowledge is preferred?

- Managed Services industry knowledge preferred
- Ability to manage a sales process, including negotiating sales opportunities to closure, through a deep understanding of prospect partners needs
- Experience managing Managed Service Providers (MSP), Managed Security Service Provider (MSSP), Value-Added Resellers (VAR), Technology Service Providers (TSP)
- Enthusiasm, service quality, product knowledge and a commercial focus are key attributes
- Ability to multi-task and be flexible in a fast paced environment
- Professional verbal and written communication skills
- Ability to leverage internal & external resources appropriately
- Maintain a high level of product and industry knowledge

## Team Engagement

You will work closely with other e92plus teams, in particular the Sales Account Managers to help recruit and onboard new MSP partners plus the marketing and technical teams to fully enable and support the partner community.

## Development

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

## Targets/KPIs

Targets and KPIs will include the following:

- GP target
- Number of MSPs recruited each month
- Growth of number endpoints
- Introducing new vendor services to MSP base