

# Vendor Specialist



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 based in e92plus Argent Court, Hook Rise South, Surbiton, KT6 7NL

## The opportunity

Your key role will be the main contact for the Security Vendor(s) you manage. Primary functions are being responsible for all product queries from our Channel Partners, working alongside our sales teams and having ownership of a quarterly revenue number back to the vendor/s you manage. You will need to be experienced in handling multiple requests, maintaining a rapport with the vendor and keeping up-to-date on all product developments.

## What you'll do

The Vendor Specialist will be focused on the financial growth of their vendor/s, assisting both Business Dev Managers and Senior Account Managers. The primary function of the role is to be able to confidently position your vendor technology to our Channel Partners, present/attend meetings, general day to day management and housekeeping, running & execution of a plan using the CRM/Quotes system (Microsoft Dynamics), and maintaining a strong rapport and relationship with the partners, so enthusiasm, service quality, product knowledge and a commercial focus are key attributes. Key activities include:

- Build, run & maintain yearly business plan
- Managing & updating the sales pipeline
- Reseller profiling, to provide essential intelligence and insight into every key account
- Introduce e92plus added value services, including marketing and technical services
- Regular Vendor communication, preparation & execution of ( QBR ) Quarterly Business Review

## What does a successful candidate look like?

- Previous experience working in the Channel/Vendor Distribution environments
- Good knowledge of cybersecurity and services
- Successful sales track record
- Channel relationship building, good communicator and networking skills
- High energy, confident & a desire to exceed
- Clean driving Licence
- Team player

## Team Engagement

The Vendor Manager will work closely with the other e92plus teams, in particular all of sales, to help introduce their vendor to new and existing accounts, booking meetings and managing introductions to key stakeholders.

- Assist with vendor requirements.
- Planning and executions of campaigns
- Training and enablement of sales teams

## Development

There is opportunities to develop your career within e92plus, progressing to more senior roles and including management of an inside sales representative (ISR).

## Targets

Targets will be primarily based on: building pipeline, forecasting, sales activity & economical success

- GP new/renewal target for your vendor(s)
- Revenue return to the vendor
- Reseller recruitment
- Meetings, activities, campaigns
- Renewal retention rate
- New Partner recruitment