

Country Manager - Dublin

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 to football tournaments.



Location

Dublin

Country Manager – Dublin

The opportunity

We are seeking an experienced and commercially driven Country Manager to lead and grow our operations in the Irish market. This is a senior, P&L-owning role responsible for establishing, developing, and scaling the distribution of cybersecurity vendor solutions through the Irish reseller and MSP/MSSP channel. The successful candidate will act as the face of the business in Ireland, building vendor and partner relationships while driving revenue growth in line with group strategy.

What you'll do

- **Market Leadership:** Own full P&L responsibility for the Irish business, including revenue targets, margin management, and cost control.
- **Channel Development:** Recruit, onboard, and grow a network of resellers, MSPs, and MSSPs across Ireland, ensuring strong coverage across SME, mid-market, and enterprise segments.
- **Vendor Management:** Build and maintain strong relationships with cybersecurity vendors (e.g. network security, endpoint, cloud security, identity) distributed through the business, ensuring compliance with vendor programmes and unlocking incremental marketing/rebate support.
- **Go-to-Market Strategy:** Develop and execute a localised go-to-market plan for Ireland, adapting UK group strategy to reflect local market dynamics, regulatory environment (e.g. NIS2, Irish data protection requirements), and competitive landscape.
- **Team Building:** Recruit, lead, and develop a local Irish sales and business development team as the business scales; initially may operate in a hands-on, individual-contributor capacity.
- **Sales Execution:** Drive new business acquisition and manage existing partner accounts, running the full sales cycle from lead generation through to contract negotiation and close.
- **Marketing & Events:** Plan and execute local marketing activities, partner events, and roadshows in coordination with the UK marketing team and vendor MDF budgets.
- **Cross-Functional Coordination:** Work closely with UK-based functions (finance, operations, logistics, technical/pre-sales support) to ensure seamless service delivery to Irish partners.
- **Reporting & Forecasting:** Provide accurate pipeline forecasting, market intelligence, and performance reporting to UK leadership on a regular cadence.
- **Compliance:** Ensure all activity in Ireland complies with local regulatory, tax, and employment requirements, working with UK finance/legal as needed.

What does a successful candidate look like?

- 7+ years' experience in IT/cybersecurity distribution, channel sales, or vendor management, with demonstrable experience in the Irish market.
- Proven track record of building or significantly growing a channel/partner ecosystem from the ground up.
- Existing network of relationships with Irish resellers, MSPs, MSSPs, and/or cybersecurity vendors.
- Strong commercial acumen with experience owning revenue and margin targets.

	• Deep understanding of the cybersecurity product landscape (network, endpoint, cloud, identity, email security). • Excellent negotiation, relationship-building, and stakeholder management skills. • Comfortable operating autonomously as the senior in-market presence while collaborating closely with a UK-based parent organisation. • Willingness to travel regularly within Ireland and to the UK. • Prior experience in a "country manager," "channel manager," or "territory manager" role for a distributor or vendor. • Familiarity with Irish/EU regulatory frameworks relevant to cybersecurity (NIS2, GDPR, DORA). • Experience managing or building a small team. • Existing right to work in Ireland/EU.
Team Engagement	You'll work closely with the other e92plus teams, in particular the Vendor Managers, to help introduce new and complementary technologies to your Accounts. You'll working locally in Ireland, utilising partner and vendor offices for meetings and networking but visiting the e92plus office as required, and the role reports into the CRO in the UK.