

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

<b>The opportunity</b>	<p>This role is all about working with a core set of partner accounts within our enterprise team. You will own the relationship with these VARs/MSSPs, leading the engagement and business plan with them, and travelling to meet, train and work with those partners to grow their business with e92plus a key part of the job.</p>
<b>What you'll do</b>	<p>Our Partner Managers are responsible for finding, managing and growing some of our biggest and most exciting VAR, MSSP and SI partners. The opportunity will allow you to work with new and an existing group of partners, you'll build strong relationships, develop joint business plans and proactively work with our vendors and the teams with e92plus to grow their business and hit revenue, GP and target partners. You'll work closely with our Vendor Managers to increase the number of products each partner includes in their portfolio.</p> <p><b>Key activities include:</b></p> <ul style="list-style-type: none"> <li>▪ Actively working with existing partners, including being on-site with them at least four times per week</li> <li>▪ Developing business plans for each partners, along with managing and updating the sales pipeline of your region</li> <li>▪ Reseller profiling, to provide essential intelligence and insight into every account</li> <li>▪ Introducing e92plus added value services, including marketing and technical services</li> <li>▪ Initiating marketing plans and campaigns with the Partner</li> <li>▪ Ensuring your partners are fully sales and technical enabled</li> </ul>
<b>What does a successful candidate look like?</b>	<p>A successful candidate will demonstrate a drive to succeed, with a proactive approach and strong timekeeping.</p> <ul style="list-style-type: none"> <li>▪ Ideally you will have a background in Channel/Product Account Management or a reseller or vendor sales role with a minimum of 3 years experience</li> <li>▪ Experience in complex quoting, accurate forecasting and pipeline management</li> <li>▪ A strong sales background and ability to recognise and accelerate sales milestones, and driving partner sales growth</li> <li>▪ Process/Data driven</li> <li>▪ Broad tech knowledge (cybersecurity is ideal, but generally around software, SaaS and cloud)</li> <li>▪ Needs analysis and consultative sales skills</li> <li>▪ Achievement in consistently meeting targets/quotas</li> <li>▪ Excellent time management, business planning and reporting skills.</li> </ul>
<b>Team Engagement</b>	<p>You'll work closely with the other e92plus teams, in particular the Vendor Managers, to help introduce new and complementary technologies to your Accounts, booking meetings and running call outs.</p> <p>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 Sales Manager - Enterprise</p>
<b>Development</b>	<p>There is opportunities to develop your career within e92plus, progressing to more senior roles and including management of an inside sales representative (ISR).</p>
<b>Targets</b>	<p>Targets will be based on commercial targets: Building Pipeline, Forecasting and Sales.</p> <ul style="list-style-type: none"> <li>▪ Managing and updating the sales pipeline of your region</li> <li>▪ Increasing the number of active trading partners (through partner recruitment and engaging dormant partners)</li> <li>▪ Reseller profiling, to provide essential intelligence and insight into every account</li> <li>▪ Introduce e92plus added value services, including marketing and technical services</li> <li>▪ Initiating marketing plans and campaigns with the Partner</li> <li>▪ Ensuring your partners are fully sales and technical enabled</li> <li>▪ Meetings held with partners each week</li> <li>▪ GP target for your partners</li> </ul>