

## 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

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| <b>The opportunity</b>                  | This role will help you grow your marketing career in cybersecurity and cloud, one of the most dynamic sectors in the IT market. You'll join a small, dynamic team that helps provide marketing services for a large vendor and reseller partner community, with hands-on responsibility for building and implementing marketing plans.   |
| <b>What you'll do</b>                   | <p>You will work with the rest of the marketing team, across all activities, giving you experience in multiple functions and the chance to learn new skills while being at the heart of delivering great campaigns. You will proactively engage with vendor marketing teams, working with them on joint campaign and events, securing maximum MDF and developing content. Key responsibilities will include:</p> <ul style="list-style-type: none"> <li>▪ MDF Submissions, Management and Collections</li> <li>▪ Managing content on the e92plus website and social accounts</li> <li>▪ Organising e92plus marketing materials</li> <li>▪ Organising e92plus Events</li> <li>▪ Reporting on marketing campaigns</li> <li>▪ Administration of campaigns run with third party agencies</li> </ul>                             |
| <b>What does a successful candidate</b> | <ul style="list-style-type: none"> <li>▪ Interest in technology, and especially around cybersecurity</li> <li>▪ Previous marketing experience, ideally within the IT channel</li> <li>▪ Creative outlook in producing and delivering innovative and engaging marketing activities and campaigns</li> <li>▪ Confident approach, and able to work with a wide range of suppliers and partners</li> <li>▪ Commercially aware, with an understanding of how marketing drives pipeline and integrates within the sales process and ultimately delivers ROI</li> <li>▪ Ability to manage multiple tasks, activities and calendars</li> <li>▪ Good copywriting skills, and a talent to convert ideas of technical notes to engaging copy</li> <li>▪ Knowledge of IT &amp; cybersecurity technologies would be preferred</li> </ul> |
| <b>Team Engagement</b>                  | You'll work closely with the rest of the e92plus marketing team, developing and implementing the company marketing plan. You will also work closely with the Product Managers who look after the vendors in your portfolio, which includes input into Marketing & Business Plans, helping co-ordinate lead generation campaign follow-ups and attending events, as well as promoting e92plus value added services.  |
| <b>Development</b>                      | There is opportunities to develop your career within e92plus, progressing to more senior roles and including management of an inside sales representative (ISR).  |
| <b>Targets</b>                          | Targets are based on around an overall team objective, and the success of the marketing activities. There will also be some individual targets and success criteria   |