

Start a career with e92plus

Marketing *Manager*



Cybersecurity is our **DNA**

At e92plus, ***we're the home of cybersecurity for the channel*** – working with our partner community in the UK, Ireland and Benelux to grow their business and provide the right solutions to help them protect their customers. We're enjoying fantastic growth in one of the most dynamic sectors in IT, and we're an ideal place to help grow your career.

You can find out more about us at <https://www.e92plus.com/why-e92plus>.

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? The cybersecurity industry is one of the most dynamic, exciting places to work – and at e92plus, we're at the heart of it. From market leaders to the disruptive start-ups, our technology portfolio helps organisations of all sizes protect their users, data and networks against the latest threats, and grow our partners' business. For everyone at e92plus, there's a huge opportunity to make a difference, and build a fantastic career.

The opportunity > *This role will help you grow your marketing career in cybersecurity, one of the most dynamic sectors in the IT market.* You'll join a small, dynamic team that helps deliver award winning marketing services for the leading independent cybersecurity distributor, working with their vendor and reseller partner community. You'll enjoy hands-on responsibility for building and implementing marketing plans, and the opportunity for growth in an ambitious and dynamic organisation.

What you'll do > Reporting into the Marketing & Alliances Director, you will have a **day to day responsibility for leading the marketing team, managing the marketing executives and working closely with the development, partner and vendor sales teams.**

This will include promoting e92plus, recruiting new partners, engaging with current and dormant partners, cross-selling vendors across the VAR, CSP and MSP communities, and increasing market awareness of the e92plus brand. It also includes providing marketing services to both vendor and reseller partners, helping generate pipeline with end-users through demand generation activities. The role covers the full spectrum of marketing activities, including digital, social, events (virtual and physical), branding, lead generation, incentives, content marketing, delivered through both internal resources and with third party suppliers.

- Building business plans for partner and vendor marketing with the sales team leaders
- MDF Submissions and management
- Organising e92plus Events
- Reporting on marketing campaigns
- Administration of campaigns run with third party agencies

What does a successful candidate look like? >

- An interest in technology, and especially around cybersecurity
- Previous marketing experience, ideally within the IT channel
- A creative outlook in producing and delivering innovative and engaging marketing activities and campaigns
- A confident approach, and ability to work with a wide range of suppliers and partners
- Commercial awareness, with an understanding of how marketing drives pipeline and integrates within the sales process and ultimately delivers ROI
- Ability to manage multiple tasks, activities and calendars
- Team management skills, and experience working across departments
- A flexible, proactive approach to managing multiple tasks and competing requirements, and strong project management to ensure campaigns are delivered on time
- Experience in marketing automation would be a benefit

Team Engagement > 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 Vendor Managers and Specialists who look after the vendors in the portfolio, which includes input into their Business Plans. You will also be the day to day contact for the marketing teams at our vendor partners, providing regular updates and reports as well as attending QBRs and helping build marketing proposals.

Targets & KPI's > *Targets are based on around an overall team objective*, delivering against a P&L target, and the success of the marketing activities and alignment with the overall sales objective.

Location > This role will be based in **e92plus Argent Court, Hook Rise South, Surbiton, KT6 7NL**