MSP Team Leader

e92plus

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 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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The opportunity

This role is a fantastic opportunity to lead the team in our e92msp division – the fastest growing part of e92plus, working with our expanding MSP community to deliver market leading cybersecurity solutions.

The e92msp team manage and support hundreds of MSPs and MSSPs, helping them expand their technology portfolio with additional solutions from e92plus as well as recruiting new partners - both MSPs new to cybersecurity, as well as helping VARs and CSPs make the transition to build a managed service practice.

Managed services are a growing and fundamental part of the cybersecurity ecosystem, and it's a great chance to lead a team within the UK's leading cybersecurity VAD.

What you'll do

Our MSP team are driving huge growth for the e92plus, and helping our MSP community increase their cybersecurity portfolio as well as assisting VARs with the transition to offering managed services and a move towards consumption billing. This has created the role for a Team Leader, as we expand the division and increase the number of vendors who are looking to offer solutions that meet the growing demand from MSPs.

The role is the perfect opportunity to grow your career in cybersecurity, with an established market leading VAD and a strong existing MSP partner base. You'll work alongside the Vendor Teams, and build close relationships with channel leaders at our vendor partners.

Key activities include:

- Managing and coaching the MSP team, setting clear targets and goals with weekly and quarterly plans
- Helping co-ordinate team training and enablement
- Actively working with existing MSP partners, including regular meetings (virtual and on-site) for key partners
- Providing weekly management reports
- Driving partners profiling, to provide essential intelligence and insight into every account
- Working with the corporate sales team, to provide assistance for those VARs looking to expand into managed services
- Initiating marketing plans and campaigns

What does a successful candidate look like?

- A successful candidate will demonstrate a drive to succeed, with a proactive approach and strong timekeeping.
- Ideally you will have a background in Channel/Product sales with a vendor, distributor or MSP/VAR with a minimum of 3 years experience
- Background in management, and providing support and assistance to empower teams, and the necessary support
- A strong sales background and ability to recognise and accelerate sales milestones, and driving partner sales growth
- Enjoyment in working in a dynamic, fast paced sales environnment
- Process/Data driven
- Broad tech knowledge (cybersecurity is ideal, but generally around software, SaaS and cloud)
- Needs analysis and consultative sales skills
- Achievement in consistently meeting targets/quotas
- Excellent time management, business planning and reporting skills.

Team Engagement

You'll work closely with the other e92plus teams,in particular the Vendor Managers, Technical Services and Marketing Services to ensure the team are fully trained and knowledgable, levering the technical services available for new and existing partners, and working closely with marketing on partner recruitment, through-partner demand generation, and virtual and in-person events.

You'll working primarily from the office, with a hybrid approach, especially providing support and coaching for the MSP team to help them progress and develop, as well as helping with on-boarding new team members as we grow.

Targets

Targets will be based on commercial targets: Building Pipeline,Forecasting and Sales.

- Ownership of the current MSP revenue
- Incremental growth from existing partners through organic increases and cross-selling complimentary technologies from the e92plus portfolio
- Managing and updating the parner pipeline of your region, to drive new partner onboarding
- GP target for MSPs

There's a fantastic opportunity for career development, building out the team, progressing in senior management roles both within e92msp and beyond into the wider e92plus sales function.