

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

Partner Manager



The opportunity

You will be 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 will be able to build strong relationships, develop joint business plans and proactively work with our vendors and the teams within e92plus. You'll work closely with our internal Sales Support team, as well as alongside the Vendor Managers to increase the number of products each partner includes in their portfolio.

What does a successful candidate look like?

Motivated, determined, outgoing and Willing to succeed. Attention to detail is key. Great communicator/personable, comfortable in social environments, customer focused and presentable.

Development

There is opportunities to develop your career within e92plus, progressing to more senior roles and increased responsibility for projects services within the company.

Targets

Building Pipeline, Forecasting and Sales. Managing and updating the sales pipeline of your accounts, Reseller profiling, to provide essential intelligence and insight into every account. Introduce e92plus's value added services, including marketing and technical services. Initiating marketing plans and campaigns with the Partner, ensuring your partners are fully sales and technical enabled.