

Regional Account Manager

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

Regional Account Manager

The opportunity

The opportunity. This role is all about recruiting and growing reseller partnerships with e92plus for your region. You will own the territory, with responsibility for all partners in the area, with travelling to meet, train and work with those partners a key part of the job.

What you'll do

Our Regional Account 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 internal Sales Support team, as well as alongside the Vendor Managers to increase the number of products each partner includes in their portfolio.

Activities include:

- Managing and updating the sales pipeline of your region
- Reseller profiling, to provide essential intelligence and insight into every account
- Introduce e92plus added value services, including marketing and technical services
- Initiating marketing plans and campaigns with the Partner
- Ensuring your partners are fully sales and technical enabled

What does a successful candidate look like?

- Ideally you will have a background in Channel/Product Account Management or a reseller or vendor sales role
- Experience in complex quoting, forecasting and pipeline management
- A strong sales background and ability to recognise and accelerate sales milestones.
- Process/Data driven
- Broad tech knowledge (cybersecurity is ideal)
- Needs analysis and consultative sales skills

Team Engagement

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.

You'll start working at our office in Surbiton, and the role reports into the Sales Director.

Targets/KPIs

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

- GP target for your Account List
- Call & Talk Time targets
- Introducing new technologies