

## 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 from the e92plus head office (in Argent Court, Hook Rise South, Surbiton, KT6 7NL). Flexibility around hybrid working is available as well.

<b>The opportunity</b>	<p>You will join the Renewals Team at e92plus, responsible for owning the renewal pipeline for key vendors within our portfolio. You'll work alongside the vendor and partner teams, creating quotes, managing opportunities and be responsible for delivering a renewals target.</p>
<b>What you'll do</b>	<p>In this sales role at e92plus, Renewal Specialists own a set pipeline of existing partner opportunities (renewals) and an associated revenue/gross profit (GP) number to achieve a Quarterly Target, based on an annual quota set of renewals. These are created in the e92plus CRM from sales of a contracted vendor's software into the e92plus partner ecosystem.</p> <p>The Renewals Specialist has responsibility for ensuring the associated revenue and GP with these is achieved, both as an overall number, and by closing individual opportunities. The essential element to understand is the protection and close of e92plus renewals, proactively liaising and chasing business with the partner, and quoting suitable products and technology to optimise the GP expected.</p> <ul style="list-style-type: none"> <li>▪ Build an understanding and detailed knowledge of individual vendors renewals processes and their product and technology offerings</li> <li>▪ Develop a detailed knowledge of vendor pricelists and discount structures</li> <li>▪ Ensure CRM accuracy and Pipeline Management, with maintenance and creation of individual opportunities backed by vendor quotes supported by concise notes and accurate close dates on opportunities, aligned with licence expiry dates (renewal date).</li> <li>▪ Quoting from CRM to partners and pro-actively following up with them post-quotation</li> <li>▪ Growth of overall number of trading partners (for renewals business), each month and QoQ</li> <li>▪ Cross-sell and upsell where possible to each renewal</li> <li>▪ Cross-communication with other sales departments in e92plus</li> <li>▪ Weekly and Monthly presentation and discussion of KPI set metrics to the Renewals Manager and Sales Director</li> <li>▪ Delivery of a Quarterly Business Review (QBR), preparing and delivering to e92plus management on a quarterly basis.</li> </ul>
<b>What does a successful candidate look like?</b>	<ul style="list-style-type: none"> <li>▪ Someone with a close working style with the Vendor Specialists in the Vendor Team to support a team approach in winning larger valued renewal opportunities</li> <li>▪ A confident and concise communicator, to report both verbally and in presenting to Renewals Team Manager, and where needed Sales Director, on pipelines updates and opportunities.</li> <li>▪ A strong team player, supporting colleagues in the renewal team and providing cover of the workload as required</li> <li>▪ Someone who enjoys a Customer / Partner focused role to develop business relationships and achieve company set business goals</li> </ul>
<b>Team Engagement</b>	<p>You'll work closely with the other sales teams (enterprise, mid-market and vendor teams) as well as the rest of the Renewals Team.</p>
<b>Development</b>	<p>There is a clear opportunity to develop and progress your career within e92plus, both to more senior and management roles, as well as across to other sales teams within the company.</p>
<b>Targets/KPI's</b>	<p>Targets can be based on a number of objectives, alongside additional KPIs:</p> <ul style="list-style-type: none"> <li>▪ Target is based on GP</li> <li>▪ Percentage of Renewals Target achieved</li> <li>▪ Up/Cross Sell opportunities identified and closed</li> <li>▪ Addition of Professional Services to successful renewals closed</li> </ul>