

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

The opportunity

This role is a fantastic opportunity to lead the new SDR team in our sales division. As the SDR Team Manager, you will lead and manage our SDR team to achieve and exceed partner lead generation and qualification targets. Your responsibilities will encompass team leadership, strategy development, coaching, mentoring and performance optimisation to contribute significantly to our company's goals.

What you'll do

Our new SDR team are driving huge pipeline growth for the e92plus sales team, building our partner community through recruiting and on-boarding new reseller, VAR and MSP partners. This has created the role for a Team Leader, as we expand the team and help provide the opportunity for new starters looking to begin their cybersecurity and channel journey. You'll work alongside the Vendor Teams, and build fantastic knowledge of the industry.

The role will deliver:

- **Team Leadership:** Provide guidance, mentorship, and leadership to the SDR team, fostering a culture of excellence, teamwork, and results.
- **Strategy Development:** Collaborate with Sales and Marketing teams to develop and refine lead generation and qualification strategies that align with company goals.
- **Performance Management:** Set clear performance expectations, KPIs, and targets for the SDR team. Regularly review and assess individual and team performance against these metrics.
- **Coaching and Training:** Conduct ongoing coaching and training sessions to enhance the skills, knowledge, and effectiveness of the SDRs in prospecting, qualifying leads, and engaging potential customers.
- **Process Improvement:** Continuously assess and optimise lead generation and qualification processes, ensuring efficiency and effectiveness.
- **Data Analysis:** Analyse SDR team data and metrics to identify trends, areas for improvement, and opportunities for growth. Provide actionable recommendations to enhance performance.
- **Team Collaboration:** Foster collaboration and alignment between SDRs, Sales Representatives, and other departments to ensure a seamless lead handoff and consistent messaging.
- **Reporting:** Generate regular reports on team performance and provide insights to leadership on progress toward lead generation and qualification goals.

What does a successful candidate look like?

- Proven experience in managing and leading a high-performing SDR team for enterprise SaaS companies.
- Strong leadership and team-building skills.
- Excellent communication and coaching abilities.
- Results-oriented with a track record of achieving and exceeding targets.
- Enjoyment in working in a dynamic, fast paced sales environment
- Process/Data driven

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

Development

There is opportunities to develop your career within e92plus, progressing to more senior roles within the sales team.

Targets

Targets will be based on partner recruitment, alongside commercial targets: