

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



The opportunity	<p>You will be the lead Vendor Specialists for key technologies within the e92plus portfolio, acting as the product champion and day-to-day contact for the vendor and reseller partners. You'll alongside the various sales/partner teams at e92plus, and be responsible for delivering the vendor target, and building and executing the business plan in partnership with the vendor/ sales, marketing and technical teams.</p>
What you'll do	<p>Vendor Specialists at e92plus are a core part of growing our business, and building strong relationships with our vendor partners. This role is responsible for being the primary contact for several key vendors, growing our partner base and building and executing the vendor plan (for new, renewal and recurring business).</p> <ul style="list-style-type: none">■ Manage account relationships by providing both strategic and tactical service and support to an assigned customer base, with the objective of maximizing margins, gaining market share, and driving the growth in number of trading partners, by value added solution selling.■ Working with internal and external resources, provide customer service, often facilitating work of others in quoting, fulfilling demand, ensuring on-time delivery of orders and providing engineering support.■ Build and manage a credible sales pipeline that enables e92plus sales leadership to accurately forecast business, and our channel and vendors objectives to be met.■ Update the CRM system with detailed activities and next steps to provide full visibility into key accounts, opportunities, and forecasts.■ Identify new profitable sales opportunities with new and existing clients.■ Leverage, promote and collaborate with all e92plus sales channels and partners as appropriate.■ Work with marketing to build a plan that delivers the e92plus objectives for your vendors, and helps drive partner and revenue growth.
What does a successful candidate look like?	<ul style="list-style-type: none">■ Articulate, confident presenter with a strong commercial understanding. A forward thinker with good customer engagement and negotiation skills.■ Candidate has knowledge and experience from their previous roles, with the potential and desire for personal and professional growth in knowledge and skills. Experience within the technology industry, especially cybersecurity, is preferred but not essential.■ Candidate is a confident speaker with a professional approach, and must be able to articulate themselves clearly.■ They will be confident in engaging in a professional correspondence by email, over the telephone and in person.■ Guidance and direction will be provided, and willingness to listen and learn is essential.■ Evidence of solving complex problems, and analyses possible solutions using experience and intuition.
Team Engagement	<p>You'll work closely with the other sales teams (enterprise, mid-market and renewals) as well as the rest of the Vendor Team. Ownership of the vendor targets and relationship will also mean close engagement with the marketing, technical and logistics teams to deliver partner happiness,</p>
Development	<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>
Targets/KPI's	<p>Targets can be based on a number of objectives, alongside additional KPIs:</p> <ul style="list-style-type: none">■ Target is based on GP■ Growth in # of resellers■ Percentage gross margin retention■ Revenue growth in each account and all accounts overall