

# JOB DESCRIPTION

## ACCOUNT BUSINESS DEV. MANAGER



About e92plus	What are we looking for?	Next Steps
<p>What do we do? We empower the IT channel, bringing innovative solutions from both emerging and well established vendors to market, and helping our reseller partners grow a profitable business. We provide a range of unique technical, marketing and sales services that help differentiate us and help us achieve record growth.</p>	<p>We are expanding our team, and we're looking for the brightest talent to complement our team. Security, Wi-Fi and virtualisation are the hottest sectors in IT, and we'll provide everything you need to help develop your career and achieve fantastic success. We offer a competitive basic salary an excellent commission.</p>	<p>If you have the ambition, the talent and are looking for the next step up, contact e92plus today. 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 <a href="mailto:careers@e92plus.com">careers@e92plus.com</a>. We look forward to hearing from you.</p>
Responsible to	The Business Unit/Product Manager	
Location	The e92plus Head Office (Argent House) plus external activities	
Key Responsibility	You will grow, manage and support a defined list of e92plus channel partners, while hitting monthly GP Targets selling across the e92plus portfolio.	
You will need to be...	<ul style="list-style-type: none"><li>• Open minded</li><li>• Outgoing and a great communicator</li><li>• A smiler dialler</li><li>• Self-Starter</li><li>• Not afraid of rejection!</li><li>• Someone with a capacity to absorb and use lots of information</li></ul>	
Core Activities	<p>An Account Business Development Manager is focused around growing the business from their reseller partners. This means developing the business with established vendors through that partner, introducing new e92plus technology and working with new reseller accounts. Our Account Manager team is the first introduction and daily point of contact to our reseller partners, so enthusiasm, service quality, product knowledge and a commercial focus are key attributes. Key activities include:</p> <ul style="list-style-type: none"><li>• Being the key go-to contact for the reseller at e92plus</li><li>• Providing quotations &amp; order processing</li><li>• Managing and updating the sales pipeline</li><li>• Reseller profiling, to provide essential intelligence and insight into every account</li><li>• Calling dormant, old and net new resellers to introduce e92plus and start engagement</li><li>• Introduce e92plus added value services, including marketing and technical services</li></ul> <p>Your KPIs would include:</p> <ul style="list-style-type: none"><li>• GP target for your Account List</li><li>• Call &amp; Talk Time targets</li><li>• Introducing new technologies</li></ul>	
Team Engagement	You'll work closely with the other e92plus teams, in particular the Product Managers, to help introduce new and complementary technologies to your Accounts, booking meetings and running call outs.	
Targets/KPIs	Targets will be based on commercial targets: Building Pipeline, Forecasting and Sales	