

JOB DESCRIPTION

INTERNAL PRODUCT MANAGER



Who are 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 or email us at careers@e92plus.com. We look forward to hearing from you.</p>

Responsible to	Regional Manager / Sales Director
Location	The e92plus Head Office (Argent House)
Key Responsibility	<p>Your key role will be to be the office based contact point for the vendor. Primary functions are being responsible for all queries across the regional team set up and having ownership of a quarterly revenue number back to the vendor. You will need to be experienced in handling multiple requests, maintaining a rapport with the vendor and keeping up-to-date on all product developments. You will be managed by an experienced Regional Manager who has worked as the Product Manager in the past covering the dual role of internal and external.</p>
You will need to be...	<ul style="list-style-type: none">• Great with numbers – there is a high proportion of fairly complex quoting and quick turnaround administration• Have a great attention to detail and accuracy• Open minded• Outgoing and a great communicator – spoken/written English• A smiler dialler• Someone with a capacity to absorb and use lots of information
Core Activities	<p>The Internal PM is focused on the development of the channel for your vendor, assisting both Account Business Dev Managers and Regional Managers. The primary function of the role is to be able to quickly turn around fairly complex quotes by getting pricing from Vendors, using the CRM/Quotes system (Microsoft Dynamics), and maintaining a strong rapport and relationship with the partners, so enthusiasm, service quality, product knowledge and a commercial focus are key attributes. Key activities include:</p> <ul style="list-style-type: none">• Providing quotations & order processing• Managing and updating the sales pipeline• Reseller profiling, to provide essential intelligence and insight into every key account• Introduce e92plus added value services, including marketing and technical services• Report regularly to Vendor and prepare Quarterly Business Reviews to the company

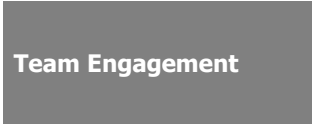
JOB DESCRIPTION

INTERNAL PRODUCT MANAGER



Your KPIs would include:

- GP new/renewal target for your vendor across the company
- Revenue return to the vendor
- Renewal retention rate



You'll work closely with the other e92plus teams, in particular the Regional/Account Managers, to help introduce your vendor to new and existing Accounts, booking meetings and managing introductions to key personnel.



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