

# JOB DESCRIPTION

## REGIONAL MANAGER



About e92plus	What are we looking for?	Next Steps
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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.

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.

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 [careers@e92plus.com](mailto:careers@e92plus.com). We look forward to hearing from you.

### Responsible to

The Sales Director

### Location

The e92plus Head Office (Argent House) plus external activities

### Key Responsibility

This role is all about recruiting and growing reseller partnerships with e92plus for your region. You will own the territory, with responsibility for all partners in the area, with travelling to meet, train and work with those partners a key part of the job.

To support you, you'll have a team of internal Account Managers, in both Junior and Senior roles, for partner recruitment, quoting, booking meetings and day to day partner support. You will also work closely with the Product Managers and Marketing Team, to help develop business plans with key partners to support and deliver campaigns and sales growth.

- Managing and updating the sales pipeline of/with your Team
- Reseller profiling, to provide essential intelligence and insight into every account
- Calling dormant, old and net new resellers to introduce e92plus and start engagement
- Mentoring of the Regional Team & attainment of KPI's and Quota targets

### Experience needed

Ideally you will have a background in Channel/Product management or a reseller or vendor sales role, plus cold calling, complex quoting, forecast, stock and quota management through CRM. A strong sales background and ability to recognise and accelerate sales milestones.

- Process/Data driven
- Broad Tech knowledge (Security especially)
- Needs analysis and consultative sales skills

### Targets/KPIs

Targets are based on GP contribution from your region, with KPIs based on partner recruitment, active campaigns, and business development & forecasting that delivers sales based on every product within the e92plus portfolio. Targets & KPIs would include:

- Regional GP target
- Meeting, Recruitment & On-Boarding New Partners
- Forecasting Accuracy
- Business Development & Forecasting for every vendor within the e92plus Portfolio