

## Job Description

<b>Job Title:</b>	Product Sales Specialist
<b>Department:</b>	Sales
<b>Responsible To:</b>	Managing Director
<b>Responsible For:</b>	Growing sales & managing the relationship with a key vendor
<b>Location:</b>	E92plus office, plus external activities
<b>Purpose:</b>	Provide product focus in a particular product and generate new business
<b>Main Duties:</b>	<ul style="list-style-type: none"> <li>➤ Product Focus with one or two specific vendors</li> <li>➤ Become the key contact for that vendor with e92plus, developing relationships throughout the vendor organisation</li> <li>➤ Working with resellers to: <ul style="list-style-type: none"> <li>○ Holding Cyberoam sales training with their staff</li> <li>○ Attending reseller call-out days</li> <li>○ Attending meetings with end users</li> <li>○ Reseller development – helping to create new possibilities</li> </ul> </li> <li>➤ Work closely with marketing to: <ul style="list-style-type: none"> <li>○ Recruit new resellers to the partner programme network</li> <li>○ Work with existing resellers on lead generation campaigns</li> </ul> </li> <li>➤ Control and manage sales pipeline &amp; forecasting</li> <li>➤ Work with the e92plus internal team to: <ul style="list-style-type: none"> <li>○ Create quotes</li> <li>○ Convert quotes into orders</li> <li>○ Provide regular internal sales training &amp; updates</li> </ul> </li> </ul>
<b>Targets:</b>	<p>Targets will be based on:</p> <ul style="list-style-type: none"> <li>➤ Overall sales figures for the vendor</li> <li>➤ Individual account targets</li> <li>➤ Average account contribution</li> <li>➤ Total number of resellers</li> </ul>
<b>Systems:</b>	CRM, Microsoft Office, internal systems
<b>Action</b>	<p>Contact Lisa Richmond at e92plus on:  Tel: 0870 200 9292  Email: <a href="mailto:careers@e92plus.com">careers@e92plus.com</a></p>