

CAREERS PRODUCT SALES MANAGER



We are e92plus – an award-winning distributor specialising in cybersecurity, networking and data protection technologies.



We empower our partners to grow their business, with a range of innovative, value added services, and we have a proven track record of bringing the latest innovations and technology to market. We're enjoying fantastic growth in one of the most exciting markets available – cybersecurity. It's high profile, dynamic, fundamental to every organisation and is incredibly rewarding for anyone looking to build an exciting career sales, marketing or technical fields.

About e92plus	What are we looking for?	Next Steps
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.	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.	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? As well as being at the heart of one of the fastest growing, most dynamics industries, we're an ambitious, growing company. There's 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. 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.



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The opportunity	You will grow, manage and support a defined list of e92plus channel partners, while hitting monthly GP Targets selling across the e92plus portfolio.
What you'll do	<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">• Being the key go-to contact for the reseller at e92plus• Providing quotations & order processing• Managing and updating the sales pipeline• Reseller profiling, to provide essential intelligence and insight into every account• Calling dormant, old and net new resellers to introduce e92plus and start engagement• Introduce e92plus added value services, including marketing and technical services
What does a successful candidate look like?	<ul style="list-style-type: none">• Open minded• Outgoing and a great communicator• A smiler dialler• Self-Starter• Not afraid of rejection!• Someone with a capacity to absorb and use lots of information
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.
The details	You'll start working at our office in Surbiton. The role reports into the Sales Director.
Development	There is a clear opportunity to develop your career within e92plus, progressing to more senior sales roles.
Targets/KPIs	<p>Targets will be based on commercial targets: Building Pipeline, Forecasting and Sales.</p> <ul style="list-style-type: none">• GP target for your Account List• Call & Talk Time targets• Introducing new technologies