

CAREERS JUNIOR ACCOUNT 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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<p>The opportunity</p>	<p>We're looking for an entrepreneurial, confident and tenacious sales person who's looking for an exciting opportunity to build a career. If you are driven to succeed, ambitious and looking for the next step up, this is the role for you.</p>
<p>What you'll do</p>	<p>The role starts with education – we provide extensive training, with online, classroom and one-to-one training on the IT industry, our entire product portfolio and the fundamentals on solution selling cybersecurity and networking products with continual development to develop and enhance phone skills.</p> <p>Once you've passed the exams and developed your knowledge, you'll work on telemarketing campaigns, generated end-user opportunities and leads to pass to the sales team.</p> <p>Training will be continuous, but you'll be expected to hit the phones hard and prove your professional skills. Understanding the motivation, technical, business and personal pain of the end user will help you understand the challenges faced daily by our reseller channel.</p> <p>As you develop, you'll become responsible for the entire lead lifecycle – initial generation, qualification, customer engagement and nurture through to working with the sales team and vendor/reseller partners through to close.</p> <ul style="list-style-type: none"> • Working on defined campaigns created by the marketing team • Cold calling brand new prospects from defined lists • Following up warm leads from previous campaigns • Engaging post-event/activity to qualify projects • Nurturing your existing opportunities over weeks/months • Driving prospects to attend webinars, meetings and events • Qualifying opportunities to defined criteria <p>The final step will be progression to the e92plus Account Management team, managing the full 360 sales cycle which entails managing your own accounts, building your client base, closing your own deals and earning commission.</p>
<p>What does a successful candidate look like?</p>	<ul style="list-style-type: none"> • Highly motivated, with an ambition to succeed • Outgoing, confident and a great communicator • Demonstrating an ability to understand technology, explain concepts and IT challenges and communicate a clear value proposition • Able to interact effectively with all levels of management and staff, internally and externally • Hard working, and not afraid of rejection • Highly focused, with a clear attention to detail
<p>The details</p>	<p>You'll start working at our office in Waterloo, and later at the head office in Surbiton The role reports into the Telemarketing Manager</p>
<p>Development</p>	<p>There is a clear opportunity to develop your career within e92plus, progressing from the junior role into Senior Account Management and Product Management.</p>
<p>Targets/KPIs</p>	<p>Targets will be based on generating and qualifying opportunities KPIs will be defined based on calls, phone time and prospect engagement</p>