

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.



<p>The opportunity</p>	<p>Your key role will be the main contact for the Security Vendor/s you manage. Primary functions are being responsible for all product queries from our Channel Partners, working alongside our sales teams and having ownership of a quarterly revenue number back to the vendor/s you manage. 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.</p>
<p>What you'll do</p>	<p>A Product Sales Manager will be focused on the financial growth of your vendor/s, assisting both Business Dev Managers and Senior Account Managers. The primary function of the role is to be able to confidently position your vendor technology to our Channel Partners, Present/Attend meetings, general day to day management and housekeeping 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
<p>What does a successful candidate look like?</p>	<ul style="list-style-type: none"> • Previous experience working in the Channel/Vendor or Distribution Environments • Knowledge of cybersecurity technologies and services • Successful sales track record • Channel Relationship building • High energy and confident individual • Driver (with your own vehicle)
<p>Team engagement</p>	<p>You'll work closely with the other e92plus teams, in particular the Junior and Senior/Account Managers, to help introduce your vendor to new and existing Accounts, booking meetings and managing introductions to key personnel.</p>
<p>The details</p>	<p>You'll start working at our office in Surbiton, and on-site activity with your vendor and channel partners running activities. The role reports into the Vendor Sales Manager.</p>
<p>Development</p>	<p>There is a clear opportunity to develop your career within e92plus, progressing to more senior sales roles.</p>
<p>Targets/KPIs</p>	<p>Targets/KPIs Targets will be based on commercial targets: Building Pipeline, Forecasting and Sales activity.</p> <ul style="list-style-type: none"> • GP new/renewal target for your vendor across the company • Revenue return to the vendor • Reseller Recruitment • Meetings • Renewal retention rate