

CAREERS  
**MARKETING EXECUTIVE**



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 <a href="mailto:careers@e92plus.com">careers@e92plus.com</a> .

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>You will be responsible for marketing a portfolio of e92plus vendors, building and implementing marketing plans for channel partner engagement and end-user lead generation.</p>
<p>What you'll do</p>	<p>This role will include involvement in the entire marketing programme for the defined vendors. Key responsibilities would include:</p> <ul style="list-style-type: none"> <li>• Quarterly and Annual Vendor Marketing Campaigns</li> <li>• MDF Submissions, Management and Collections</li> <li>• Organising e92plus Events</li> <li>• Administration of the content on the e92plus website</li> <li>• Organising e92plus marketing materials</li> <li>• Administration of campaigns run with third party agencies</li> </ul> <p>You will proactively engage with vendor marketing teams, working with them on joint campaign and events, securing maximum MDF and developing content.</p> <p>You will also work directly with reseller partners on their own campaigns, providing essential supporting through the e92plus marketing resources and in partnership with vendor marketing teams and the e92plus Product Managers.</p> <p>The role also includes managing content on the e92plus website, social media updates, content syndication, and communications to the e92plus partner community.</p>
<p>What does a successful candidate look like?</p>	<ul style="list-style-type: none"> <li>• Previous marketing experience, ideally within the IT channel</li> <li>• Creative outlook in producing and delivering innovative and engaging marketing activities and campaigns</li> <li>• Confident approach, and able to work with a wide range of suppliers and partners</li> <li>• Commercially aware, with an understanding of how marketing drives pipeline and integrates within the sales process and ultimately delivers ROI</li> <li>• Ability to manage multiple tasks, activities and calendars</li> <li>• Knowledge of IT &amp; cybersecurity technologies would be preferred</li> </ul>
<p>Team Engagement</p>	<p>You'll work closely with the rest of the e92plus marketing team, developing and implementing the company marketing plan. You will also work closely with the Product Managers who look after the vendors in your portfolio, which includes input into Marketing &amp; Business Plans, helping co-ordinate lead generation campaign follow-ups and attending events, as well as promoting e92plus value added services.</p>
<p>Development</p>	<p>Training in the industry and the e92plus portfolio is provided,</p>
<p>Targets/KPIs</p>	<p>Targets will be based on:</p> <ul style="list-style-type: none"> <li>• Commercial Targets: Sales (Turnover &amp; GP)</li> <li>• KPIs: Partner Marketing Activities, Lead Generation</li> </ul>

