

We are e92cloud: award-winning security distribution for the cloud generation.

What does this mean? We're in one of the most exciting, dynamic industries, helping bring to market disruptive and next-gen technologies, building successful partner communities and helping to protect organisations, users and their data.

About e92cloud

e92cloud is an award-winning cloud security distributor, providing leading cloud technologies & support services via a channel of specialist partners across the UK & Northern Europe.

What are we looking for?

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.

Next Steps

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 e92cloud? We are the fastest growing distributor in the UK, specialising in the fastest growing technology area, cloud. We are an ambitious company, that offers fantastic opportunities to learn, develop and build a successful career and unlimited earning potential due to our hyper growth.

Everyone benefits from continual training and development, plus we're a social company and industry - so the chance to enjoy yourself will not be missed!



Location

This role will be split between remote working and our HQ in Surbiton, Surrey.

The opportunity

This role is all about recruiting and growing reseller partnerships with e92cloud for your region. You will own the territory, with responsibility for all partners in the area, with travelling to meet, train and work with those partners a key part of the job.

What you'll do

Our Regional Account Managers are responsible for finding, managing and growing some of our biggest and most exciting VAR, MSSP and SI partners.

The opportunity will allow you to work with new and an existing group of partners, you'll build strong relationships, develop joint business plans and proactively work with our vendors and the teams with e92cloud to grow their business and hit revenue, GP and target partners. You'll work closely with our vendors and internal teams to increase the number of products each partner includes in their portfolio.

Activities include:

- Managing and updating the sales pipeline of your region
- Reseller profiling, to provide essential intelligence and insight into every account
- Introduce e92cloud services including marketing, technical and finance services
- Initiating marketing plans and campaigns with the Partner
- Ensuring your partners are fully sales and technical enabled

What does a successful candidate look like?

- Ideally you will have 2 years experience in building and managing a channel of partners at either the distribution or vendor level.
- Experience in complex quoting, forecasting and pipeline management
- A strong sales background and ability to recognise and accelerate sales milestones.
- Ability to think and execute in different ways to accelerate deals
- Broad tech knowledge (cybersecurity is ideal)
- Needs analysis and consultative sales skills

Team Engagement

You'll work closely with the other e92plus divisions to help introduce new and complimentary technologies to your accounts.

Initial training will take place at our HQ in Surbiton, followed by hybrid working and the role reports into the Managing Director

Targets/KPIs

Targets will be based on commercial targets: Building Pipeline, Forecasting and Sales.

- GP target for your Account List
- Call & Talk Time targets
- Introducing new technologies