

We are e92plus: the leading cybersecurity VAD for the UK channel

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 e92plus

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.

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 e92plus? We're an ambitious, growing company that offers 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. Everyone benefits from continual training and development, plus 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.



Location

This role will be based in Spaces Northgate House, 2nd & 3rd Floor, Upper Borough Walls, Bath, BA1 1RG

MSP Account Manager



The opportunity

You will grow, manage and support a defined list of e92plus MSP channel partners, while hitting monthly GP Targets and KPIs

What you'll do

The MSP Account Manager is focused on growing and supporting the monthly MSP subscription business with existing and new MSP partners and vendors, as well promoting e92MSP services. The MSP Account Manager will be the first and daily point of contact for our MSP partners, so enthusiasm, service quality, product knowledge and a commercial focus will be key attributes.

Key activities will include:

- Be the key go-to contact for the MSP partner
- Maintain up to date contact details in CRM
- Establish pro-active relationships with key contacts and knowledge of their business and services
- Regular account profiling to help introduce future MSP services
- Monitor MSP monthly growth rates and KPIs

What does a successful candidate look like?

- Outgoing self-starter
- Good communicator – written and verbal
- Willingness and desire to learn
- Ability to work under pressure and multitask
- Good organisation and planning skills
- Not afraid of rejection!

Team Engagement

You will work closely with other e92plus teams, in particular the Sales Account Managers to help recruit and on-board new MSP partners. As well as the Marketing and Technical teams to fully enable the partners.

Development

There is a clear opportunity to develop and progress your career within e92plus.

Targets/KPIs

Targets and KPIs will include the following:

- GP target
- # of MSPs recruited each month
- % growth of # endpoints
- Introducing new Vendor services to MSP base