

## Partner Manager

e2e-assure is a dynamic cyber security company, successfully delivering 24/7 cyber defence to both the public and private sector and expanding rapidly as a result.

We are now looking for a highly motivated, enthusiastic, and experienced Business Development professional to join our thriving business. We provide a challenging but rewarding environment where you will be expected to develop and learn while playing an instrumental part in helping the company to do the same.

We are looking for a Partner Manager to lead efforts to establish and retain business growth opportunities with partners and resellers. Responsible for recruiting and acquiring new solution partners and resellers, training and supporting them, coordinating activities between the two companies, and identifying and pursuing joint sales opportunities

### Key Responsibilities

- Help get the partnership up & running
- Uncover their partner's growth goals
- Guide a reseller's high-level strategy
- Provide sales and product training, coaching, and mentoring
- Provide regular solution (feature) updates
- Help them execute marketing campaigns
- Adapt to their partner's resource constraints and adapt your approach to their capacity.
- Join partners sales calls when needed
- Answer questions asked quickly and as completely as possible
- Become part of the partners bid team where necessary to get deals done
- Send leads to the partner (if appropriate)
- Advocate for their partners when issues arise
- Act as a true extension of their partner's team

### Internal Duties

- Integrate with a team of other business development professionals
- Contribute to team performance when it comes to growing the business through client acquisition and sales
- Maintain relationships with staff and keep them updated on your work progress
- Report on your partners productivity
- Write reports and analyse relevant business data
- Present findings to the team and executive members of staff
- Determine the reasons for profits and losses
- Assume responsibility for the success or failure of strategic decisions
- Be knowledgeable about products and services offered by the business
- Be aware of market trends and competitors
- Comply with regulations and law
- Maintain a positive attitude that inspires co-workers and clients



## **Critical Activities**

- Build great relationships by being a proactive, responsive, strategic resource.
- Be knowledgeable in their partners' product, company, and industry.
- Be a great salesperson and sales coach.
- Help to create demand and refer leads.
- Be an advocate for their partners when issues arise.
- Get partnerships off on the right foot

## **Candidate Attributes**

### ***Essential skills/qualifications:***

Leadership, Education Charisma, Sales, Communication, Finance, Marketing, Report Writing, spreadsheets, Problem-Solving, Independence, Teamwork, Technical Knowledge.

### ***Desirable skills/qualifications:***

- Security, Cyber, Cloud Services, IT services
- A background in cyber security sales is preferred

## **Location**

This role is based at home, however, some travel, particularly around the M4 corridor and Oxfordshire will be required.

## **Hours, salary, and benefits**

40 hours per week. Competitive salary, depending on experience. 25 days annual leave, rising to 28 days over time.

## **Other information**

After being provisionally offered a role, candidates will be DBS and background checked by a third-party, and must be willing to attain SC and NPPV3 clearances (we will put you through this process). If you do not already hold SC, you are required to have 5 years of continuous residency in UK in order to meet customer requirements. Failure to pass these checks may result in your application being discontinued.

We expect e2e-assure employees to have a high standard of personal integrity, both during and outside work time, including how they present themselves online. We may conduct background and open-source checks to verify this.

\*\*e2e-assure is unable to sponsor UK visa applications and all applicants must already have the right to work in UK\*\*