

Vendor Sales Specialist - Location to be Confirmed

Summary/ Main purpose

The successful candidate will be responsible for the day-to-day activity of creating, growing and driving cyber security partners to ensure the goals and objectives of the Partner, Vendor and company are met. This exciting role gives the candidate an opportunity to take already successful Cyber Security Start-up's and be a major part of both the company's and the vendor's growth acceleration plans. This will be achieved by utilising the company's Partner Enablement tools, regular partner engagement, process / follow-up and accurate forecasting skills.

Duties & Responsibilities

- Develop and grow channel partner base in the UK & Ireland region
- Ensure signed Partners are committed to a jointly agreed Business & Marketing Plan with clearly measurable objectives
 - Drive the Vendor launch & development plans within the partner
 - Ensure Sales, Technical, marketing enablement
- Develop and maintain a pipeline of qualified opportunities and maintain sales forecasts
- Formulate new business strategies with resellers and implement tactical business plans to achieve the assigned quota
- Build and maintain consultative relationships with senior executives across functional areas within the channel community
- Gain knowledge and insight into customers' business priorities and challenges and propose the Vendor's solutions with resellers to address these needs
- Educate UK & Ireland resellers on the Vendor's product offering
- Ensure Partners are aware of newest product developments and implement & execute plans for ongoing information sharing to enhance partner program outcomes
- Managing and driving new business development with the Vendor and the reseller sales force.
- Coordinate account mapping with the Vendor sales team and reseller base.

Closing Date: 24th March 2023