

Job Description

Job Title: Client Manager – Mid Market

Location: South Cerney

Company Background

Infinigate Group (www.infinigate.com) is a leading specialized value-added distributor (“VAD”) of enterprise cybersecurity solutions to small and medium-sized enterprises (SMEs) across EMEA. Headquartered in Rotkreuz, Switzerland, the company offers state-of-the-art cyber security solutions from over 150 vendors through its EMEA network of more than 20,000 partners (resellers, system integrators) to secure and protect data, servers, networks, and the cloud. It is the market leader in the DACH region (Europe’s largest cybersecurity market), MEA region, and in the Nordics, and provides services including pre- and post-sale technical support, education, training, and marketing to resellers, together with sales and marketing services to vendors.

Today the Infinigate Group has about 1,200 employees and operations in 40+ countries including Germany, Austria, Switzerland, United Kingdom, France, Netherlands, Belgium, Sweden, Norway, Denmark, Finland, Spain, Eastern Europe, UAE, and Saudi Arabia. It covers over 80% of the EMEA Cyber Security market potential establishing itself as a leading EMEA Value Added Distributor for Cyber Security.

Infinigate has recently completed the acquisitions of the Cyber Security and Secure Networking business of Nuvias (www.nuvias.com), the Cyber Security VAD leader in the MEA region Starlink

(www.starlinkme.net) as well as the Cloud Service Provider Vuzion (www.vuzion.cloud) to boost its digital business model transformation. The integration of these four highly successful businesses across EMEA is currently ongoing and will further establish Infinigate Group’s leading position and bring the group up to a revenue level of €2.2bn in the fiscal year ending in March 2023.

Client Manager – Mid Market

This role will be based in our South Cerney office and will be responsible for effectively selling the broad range of Nuvias/Infinigate Products in order to meet or exceed sales targets, and agreed key performance indicators set per quarter, whilst adhering to company policy and working to the company ISO Quality Management system (9001 certification) and company security management system (27001 certification) at all times.

Duties/Responsibilities

- Responsible for widening Infinigate UK relationships into our unmanaged partner base.
- The Client Manager is expected to uncover and position new technology and services within the unmanaged partner account base of up to 4000 accounts.

- The Client Manager is also expected to profile accounts outside of the named partner base, with a view to finding new business opportunities in accounts that don't have a named Client Manager.
- Understand and follow internal processes as well as Vendor processes.
- Maintain and update customer information on Oracle CRM.
- Maintain an accurate sales forecast.
- Exceed set quarterly sales targets and new business key performance indicators
- Attend product training sessions and demonstrations.
- Complete vendor sales training.
- Maintain an updated CRM database for named account list.
- Interaction with key internal departments, i.e. Purchasing, Finance, Product Managers and Marketing.
- Support both external / internal meetings.
- Responsible for answering the telephones alongside the Sales team.
- Adhere to company policy and work in line with the Company Quality Management System at all times.

General Skills

- Experience of selling software and hardware solutions.
- Understanding of IT channel sales.
- Knowledge of Oracle CRM, Intermediate level Excel/Office/email etc.
- Ability to work on own initiative or work as part of a team.
- Ability to work under pressure.
- Motivated and enthusiastic.
- Target driven.
- Maintain a professional and polite disposition at all times.
- Essential to have at least one years' experience in a sales related role.

The closing date for this role is Friday 29th March 2024. If you are interested in applying for this role or have any additional queries on the role, please submit your CV quoting 'Client Manager - Mid Market' reference N482' to JobsUK@Infinigate.com