



Vendor Manager, Reference N474

Closing Date: 1st February 2024

In the cyber security sales industry, do you thrive on building strong networks and effective relationships to generate new and improved business opportunities for Infinigate?

Infinigate are a leading specialised value-added distributor of enterprise cybersecurity solutions to small and medium sized enterprises across EMEA. We are looking for a Vendor Manager, UK reporting to Business Manager / Alliances Director. The role can be based at our London or South Cerney, Gloucestershire Office on a hybrid working basis.

Objectives of the Position	<p>Vendor Manager holds detailed knowledge of the product suite of a defined vendor/s within Infinigate's portfolio. We are seeking strong analytical skills to enable you to identify and ask customer needs, monitor the market for competitive advantages and/or risks and in this way continuously opens up new business potential for Infinigate and their defined vendor/s</p> <p>Based on your negotiation skills, entrepreneurial thinking and active approach, you will implement the company's current business development strategy. In addition, you will represent Infinigate in the market with your highly professional and competent manner.</p> <p>The Vendor Manager builds their network and manages contacts with Infinigate's existing and new customers and vendors to identify synergies and to generate new and improved business for Infinigate.</p>
Targets	<ul style="list-style-type: none">• Full circle ownership of their vendor/s Revenue & GP Target• Partner recruitment, retention, and development• Renewal retention, cross-sell and upsell• Partner meetings (new & existing)• Pipeline conversion ratios
Reporting Line	Reports to the Business Manager or Alliances Director
Most important Organisational Relations	<p>Core relations within the Business Unit are with Inside Sales.</p> <p>Outside the own Business Unit the main relations are with Client/Channel Management, Marketing, Supply Chain & Finance.</p> <p>Externally the Vendor Manager is actively and closely interacting with related vendors and their resellers.</p>
Core Responsibilities	<ul style="list-style-type: none">• Creation, ownership and delivery of the annual Business Plan for their vendor/s• Supporting Channel Sales in vendor specific sales queries and campaigns• Presenting sales focussed vendor sessions and trainings• Supporting Inside Sales and Operations with quote/order/pricing tasks• Prospecting to new target resellers• Managing and developing business with existing reseller base• Accurate and timely pipeline forecasts• Partnering with Technical Consultants on Distributor ran end-user sales opportunities• Proactive renewal management and upselling• Internal stakeholder management to utilise in house expertise to develop vendor/s footprint
Competences required for the Job	<ul style="list-style-type: none">• Strong commercial judgement• 3+ years in a cyber security sales position• Excellent communicator and presenter• Ability to manage multiple, concurrent, projects• Good relationship management abilities; engaging, memorable, consistent• Willingness to travel & flexible

What we offer:

- Depending on experience, the salary for the role is £40k - £50k per annum with additional OTE potential of £20k - £30k per annum
- 25 days annual leave rising to 28 days with length of service plus bank holidays
- Day off on your birthday
- Life assurance of 4 x basic salary and group income protection from start date
- 5% employer matched pension contributions after 3 months service
- Individual cover for private medical insurance and healthcare cash plan following successful completion of probationary period
- Hybrid working arrangements with 3 days per week in the office/client visits and standard office working hours are 9am – 5.30pm
- Employee assistance programme for practical and emotional support
- Free parking and complimentary refreshments onsite

[Infinigate Group](#) are committed to creating a diverse and inclusive workplace where differences are not only accepted but also valued and appreciated. If any reasonable adjustments would support you through the recruitment process, then please get in touch at jobsUK@infinigate.com

If you are interested in applying for this role or have any additional queries on the role, please submit your CV quoting 'Vendor Manager reference N474' to JobsUK@Infinigate.com