

## Job Description

Job Title: Vendor Sales Specialist

Location: Woking/South Cerney

## Company Background

Infinigate Group ([www.infinigate.com](http://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](http://www.nuvias.com)), the Cyber Security VAD leader in the MEA region Starlink

([www.starlinkme.net](http://www.starlinkme.net)) as well as the Cloud Service Provider Vuzion ([www.vuzion.cloud](http://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.

## Vendor Sales Specialist

Infinigate Group and 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 Sales Specialist** to work in our Sales Team reporting to the Business Manager, based at our Woking or South Cerney Office on a hybrid working basis.

## Summary/ Main purpose

- Responsible for acquiring and onboarding new and existing [Vendor] partners, then driving incremental growth through new logo acquisition in combination with existing customer retention and upsell.
- This role will have a defined list of partners to own, as well as a prospect new partner list to acquire.

## Duties & Responsibilities

- To identify, recruit and enable new partners in order to increase revenue and margin streams, as well as adhering to [Vendor] partner program requirements.
- Working with your vendor, Resellers and Infinigate Sales and Marketing teams in order to deliver effective marketing and demand generation campaigns.
- To work with existing partners to develop, nurture and generate new revenue and margin streams.
- To understand at a sales level, [Vendor] technology solutions to market.
- To maintain a relationship with [Vendor] peers at all levels and conduct business reviews.
- Assist Sales Support with quotes and technical pre-sales questions on an ongoing basis.
- Manage product solution opportunities with pre-sales specialists, meeting deadlines, making relevant recommendations of additional software and services.
- Liaise with pre-sales and register deals with [Vendor] ensuring accuracy of configurations.
- Assisting Client Sales teams with accurate forecasting.
- Produce timely forecasts to the [Vendor] Business Manager.
- Maintain accurate CRM data, including Opportunity stages, meeting logs, personnel information.
- Cross selling or opportunity identification across whole company product range where possible.

## Prerequisites

- Proven track record in revenue growth for Cyber Security (or closely associated) product lines.
- 2+ years in an IT channel sales position.
- Ability to work in a high-volume data-driven environment.
- Expert communicator.
- Comfortable managing multiple projects and tasks concurrently.
- Disciplined approach the administrative aspects of Outbound/external sales roles.

## Benefits

- Depending on experience, the OTE for the role is £40k 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.

If you are interested in applying for this role or have any additional queries on the role, please submit your CV quoting 'Internal Sales Support' reference N481' to [JobsUK@Infinigate.com](mailto:JobsUK@infinigate.com)