

Job Description

Job Title: Watchguard Business Development Manager

Location: Woking

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.

Watchguard Business Development Manager

This role will be responsible for recruiting new WatchGuard partners to help aid meeting or exceed sales targets whilst adhering to Infinigate’s ISO 9001 & 27001 standards at all times. The role will be hybrid, Woking based. The role could work in the South Cerney or London offices if this is more local, but will need to be able to attend team meetings in Woking as this is where the rest of the team will be based.

Duties & Responsibilities

- Responsible for development & recruitment of new reseller partners for the vendors portfolio of products and services
- Promote sales via presentations and demonstrations of vendors portfolio.
- Develop opportunities from leads to prospects, to opportunities, to customer orders.

- Build relationships with Resellers/SP's product sponsors, sales management and sales
- Establish and maintain relationship with Vendor AM and Channel teams.
- Accurate forecasting of revenue and gross profit streams
- Track and report key metrics such as new partner engagement, leads and deal registrations.
- Liaising with Account Managers on engagements to ensure an opportunities full potential is met on each account.
- Assisting with sales enquiries and quotes
- Interaction with other key internal departments, i.e. Pre-Sales, Purchasing, Marketing and Support services
- Adhere to company policy and work in line with the Company Quality Management System at all times.

Skills

- Essential: Proven experience of selling IT solutions.
- Essential: Presentation skills required
- Preference: Knowledge of order management systems, Intermediate level Excel/Office/email etc
- Excellent communication skills both verbal and written in English.
- Strong communicator, strong organising abilities, and process-oriented work style
- Motivated and enthusiastic
- Keen Interest in Technology and willing to learn.
- Self-motivated and able to thrive in a results-driven environment.
- Proven experience selling IT solutions
- Partner Recruitment Experience
- Maintain a professional and polite disposition at all times.

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 'Watchguard Business Development Manager' reference N479' to JobsUK@Infinigate.com