

Job Title:	Sales Engineer
Location:	Manything Pro HQ in Oxfordshire (or based from home anywhere in the UK, with first month spent at Manything Pro HQ for induction & regular ongoing visits)
Type of Contract:	Permanent
Hours:	37.5hrs/week Mon-Fri
Package:	£28-32,000 dependent on experience

Do you have a proven track record of supporting customers and maximising their potential? Have you got previous experience in the security, telecommunications or the electronics industry which you can apply to an exciting new opportunity (not essential)? Does the thought of working in a disruptive and innovative environment excite you? This role is brand new, so if you enjoy a challenge and are looking for an opportunity that you can really make your own, adding commercial value to shape the future of our global brand, this could be the role you've been looking for!

Manything, founded in 2012, stands for 'monitor anything' – the original Manything app was developed to turn old smartphones and tablets into sophisticated home monitoring cameras. At the end of 2016 the company moved into the professional security industry, with the introduction of Manything Pro.

Manything Pro is an innovative software platform which is shaking up the professional security industry. Traditionally, all video recorded by CCTV systems is stored at the same location as the cameras on local hard drives. With Manything Pro, CCTV installers can offer their customers something new – their video can now be saved to our cloud platform and the business owner can easily view their cameras from the Manything Pro app and website. This brings CCTV into the 21<sup>st</sup> Century and into the hands of the business owner, who no longer needs to call up their CCTV installer if they have an incident and need to retrieve the video from their local hard drive. It makes video accessible, which increases its importance. Video is no longer just for evidence, it is for business intelligence and analytics.

It's an exciting time of expansion at Manything, we have quickly grown from small start-up to one of the leading players in the professional cloud-based video surveillance market. We're hiring for some key roles to build a strong team ready to continue this growth!

### Role summary

As part of our expansion we are looking for a Sales Engineer to support our growing number of channel partners (CCTV dealers/integrators/installers) in the United Kingdom. As a Sales Engineer, you'll combine technical knowledge and sales skills to onboard new partners and help them identify sales opportunities. Working with our Head of Marketing you will be a key point of contact for partners and will provide both pre and post-sales support. You'll enjoy working with dealers and installers and have a keen interest in the security industry.

## Responsibilities

- Be the first point of contact for all channel partners (CCTV dealers/integrators/installers)
- Contact newly registered partners (by email or phone depending on what criteria they meet) within a specified time period to welcome them to our partner programme
- Provide product training to help newly registered partners understand the platform and test the software for themselves
- Help channel partners identify sales opportunities within their customer base, giving them advice on how best to sell cloud to their customers using success stories from other partners
- Get back in contact with dormant channel partners who have registered to the programme over the last 18 months, update them on developments and provide product training
- Identify which channel partners provide the biggest business opportunity and vary your correspondence accordingly (partners can vary in size from small family owned businesses to large national companies)
- Track all partner conversations in CRM system
- Work internally with Manything engineers to answer any technical questions / solve live problems, knowing where to escalate technical queries as required
- Provide partner feedback to the rest of the business to help determine product development priorities
- Review daily camera health check report and contact partners if issues are identified with their cameras
- Answer ad hoc calls and emails outside of normal working hours if partner is deemed to be high priority
- Regular travel to partner sites throughout the United Kingdom
- Attend annual international trade shows in Las Vegas and New York if required
- Being a small and agile business, there'll be times when you need to undertake other duties outside of these listed responsibilities as and when required

## Skills, knowledge and experience

You'll be

- Great at managing relationships, with a customer first approach
- Able to understand the platform to a good technical level, able to talk to the partners technically and understand their questions / our engineers' answers
- Able to work independently and be accountable for managing partner relationships

You'll have

- A strong track record of managing partner / client relationships, ideally within a tech start up environment
- The ability to prioritise and understand the importance of each partner for the business to determine where to focus your time
- A strong ability to quickly adapt to changing product spec and priorities and communicate this to expectant partners
- A great creative mindset with the ability to think outside of the box and come up with solutions for partners that can meet their requirements
- The ability to also understand the roles of the wider team and where you need to tap into their technical expertise

**Think you have what it takes? Let us know by applying today!**

**Closing date:** 13/05/19. However, due to an anticipated high level of responses, we reserve the right to close the role earlier than the specified date.

**Application:** Please send covering letter and CV to [jobs@manything.com](mailto:jobs@manything.com)

### Manything Systems Ltd

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