

PRODUCT MANAGER

THE OPPORTUNITY	
Key Skills	<ul style="list-style-type: none">• Develop and manage a strategy within our Tenable and SentinelOne product stack• Achieve the objectives set by both the vendor and the company• Build relationships with Product Partners, drive product adoption within the partner space and grow market share to ensure that the revenue goals are achieved• Recruit and Manage partners and their sales teams to grow vendor revenue• Build business plans with managed partners• Identify new markets and key accounts• Design partner enablement plans• Develop and manage a business strategy• Market products and manage the sales process• Understand and implement vendor strategy and policies• Be responsible for all reporting to your Vendor and provide accurate sales forecasts• Monitor gross profit from daily sales & contribution reports• Manage output of branches• Handle all channel related issues• Manage an internal team to achieve your business goals
Experience	<ul style="list-style-type: none">• 3-5 years networks security experience in the IT industry on product portfolios ranging from End point to datacenter.• 3-5 years' experience in Distribution or SI dealing in all verticals• 3-5 years channel or sales experience• Have a good understanding of the Cyber Security Market and partner channel within South-Africa
Education	<ul style="list-style-type: none">• Grade 12/Matric Certificate• Relevant Degree / Diploma• MS Office Suite (intermediate – essential)• Security vendors certifications