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## Channel Partner Manager

We are looking for an experienced Channel Partner Manager to join our cyber security company.

Reporting into the CTO, we are looking to bring on board a Channel Partner Manager to spearhead the growth of our partner channel. In this newly created role, you will be responsible for developing and managing strategic partnerships with key channel partners to drive revenue growth and expand market reach for the company's Control platform as well as the wider portfolio of services.

This is a remote position and the successful candidate will be home based, however, there will be the option to work flexibly from one of our local hubs. Ad-hoc travel to offices within the group and other locations may be required on occasion.

“a great place to work, a great place to be a customer”

### The Role:

- Identify, recruit, and onboard new channel partners
- Establish and maintain strong relationships with key partners, including regular communication, training, and support to ensure alignment with company objectives
- Collaborate with cross-functional teams, including sales, marketing, product management, and operations, to develop and implement joint business plans and go-to-market strategies with partners
- Serve as the primary point of contact for partner inquiries, escalations, and support needs, ensuring timely resolution and customer satisfaction
- Continuously assess and improve partner program effectiveness, making recommendations for enhancements and adjustments as needed
- Represent the company at industry events, conferences, and partner meetings to promote our solution and build relationships within the partner ecosystem.

### The Candidate:

- Proven track record of success in partner/channel management, preferably within the SaaS or cyber industry
- Strong understanding of channel dynamics, partner ecosystems, and go-to-market strategies
- Excellent communication, negotiation, and relationship-building skills
- Results-driven mindset with a focus on achieving targets and driving business growth

- Analytical and strategic thinker with the ability to translate insights into actionable plans
- Willingness to travel as needed
- Excellent communication and negotiation skills
- Ability to build and maintain relationships
- Proven track record of achieving sales targets

## Why join CyberLab?

Diversity, equality, and inclusion is at the heart of our culture and we are passionate about our One Team spirit.

Our continued focus on growth creates opportunity for everyone to progress their career, to develop knowledge and skills, to gain reward and recognition and to maximise their potential. The growth and success of our people ensures the growth and success of our business.

We believe that **if you're not growing, we're not growing**".

**Salary details:** Up to £45,000, dependent on experience plus commission

## Benefits include:

- Health care support - UK Healthcare, flu jabs, onsite health screens
- Enhanced Pay: Maternity, Paternity, Adoption Leave and Shared Parental Leave
- Access to employee benefits, rewards and recognition platform, Perkbox. This gives you access to hundreds of 'Perks' with great discounts. Whether it be days out, your weekly food shop, a clothes shopping spree on the high street and many more.
- Hybrid working support - Allowance towards a home desk and chair
- Loyalty point scheme - allowing you to use your points to increase your benefits each year
- Access to our Future Fit benefits package - including Mental, Physical and Financial support
- 25 days paid holiday p.a. plus public holidays.
- Buy & sell Holiday scheme - 2 opportunities per year to buy or sell up to 5 holidays
- Additional holidays: Half Day Fridays and a Wellbeing Day
- £100 per year matched charity donation, plus payroll giving options

**Hours:** A standard week is 37.5 hours, Monday to Friday

At CyberLab we offer many flexible working options, and we have both full-time and part-time working hours available. We pride ourselves on being an inclusive employer, so if you want to find out more about our flexible working arrangements this can be discussed with your application.

**Working location:** Hybrid working position

Allowing you to enjoy the flexibility of working from home whilst also having the option to work from one of our many local hubs spread throughout the UK. Ad-hoc travel to offices within the group and other locations may be required on occasion.

## Is CyberLab the place for you?

If you are looking for a career that brings exciting challenges and opportunities, then this is the place for you.

Please email your CV and covering letter to our Recruitment Department at: [careers@cyberlab.co.uk](mailto:careers@cyberlab.co.uk).

Upon submission of your completed application, either through direct application or speculative, you hereby agree to the processing of your personal information as per the guidelines set out within our Privacy Policy and to allow for the seamless and secure processing of your information throughout our recruitment and hiring practices.