



Job title: Partner Support Specialist

Reports to: Head of Marketing

Location: Milton Park, Oxfordshire, UK

Company overview: In 2012 Manything developed an app which turned spare smartphones and tablets into home security cameras. Today we have over 800,000 manythings using the app to monitor their homes while they are away. In 2016 we surveyed our users, they told us that they loved our software but wanted to use it with cameras that can record outside with night vision.

Over the last 12 months we have integrated our software with Hikvision cameras, they are the largest manufacturer of professional CCTV cameras globally. With this integration we are targeting the professional security industry – our key customers are CCTV distributors and CCTV installation companies, who will resell Manything cloud subscription plans to their customers.

Cloud recording is not common practice in professional CCTV systems because there have previously been numerous technical and commercial challenges. We believe we've solved these challenges and developed a disruptive platform for the professional industry – installers and distributors can add a new recurring revenue stream to their business, and end users can access their video remotely via the Manything app and save video to the secure off-site cloud.

Role overview: We have over 700 partners (distributors and installers) that have registered an interest in Manything, the Partner Support Specialist will be responsible for converting this interest into live camera installations. The approach is not a hard sell - the Partner Support Specialist needs to develop relationships with the partners, articulate the business opportunity and answer their technical questions (and probably some objections!).

Responsibilities:

- Develop relationships with registered partners and convert their interest into active installations
- Provide ongoing partner support for those who are already reselling Manything
- Be the voice of the industry to the rest of the business – work closely with engineers and senior management to help develop technical and commercial strategy
- Attend industry events to meet new partners (must be willing to travel within the UK and worldwide)

Qualities we're looking for:

- Motivated by doing the right thing by the customer
- Energetic and enthusiastic
- Excited by change, not intimidated by it (we're a start-up working at a fast pace and our strategy is ever-evolving!)
- Able to comprehend basic networking technology (prior knowledge is not necessary)
- No specific qualifications or work experience required – we're interested in hearing what work experience you have and how it is relevant to this role

Interested? Send your CV to info@manything.com and tell us why you'd be a good fit.