



10ZiG Career Opportunity

EMEA Channel Development Manager

About 10ZiG

10ZiG Technology is a global endpoint solutions vendor, specialising in Thin Clients, Zero Clients, secure endpoint operating systems (Linux and Windows), PC repurposing software and centralised management for virtual desktops, cloud workspaces and modern digital work environments. For more than 23 years, 10ZiG has helped organisations reduce endpoint cost, complexity and risk through a unique combination of hardware, software and management solutions built for EUC.

Headquartered in Phoenix, Arizona, with offices in the UK, Germany and Asia, 10ZiG has close technology alliances with technology leaders such as Amazon, Citrix, Microsoft, Nerdio, Nutanix, Ommissa and Parallels.

Overview

10ZiG is seeking an ambitious and commercially focused EMEA Channel Development Manager to join our growing EMEA team.

This is a genuine growth role, focused on helping shape and develop the future of the 10ZiG EMEA channel ecosystem across the UK, Ireland and wider EMEA region (excluding Germany, Austria and German speaking Switzerland).

Rather than focusing solely on maintaining existing partner relationships, the successful candidate will be responsible for recruiting, onboarding, enabling and developing channel partners, while creating new opportunities and driving measurable business growth through the indirect sales channel.

Working closely with Sales, Marketing, Distribution, Technical and Alliance teams, the EMEA Channel Development Manager will help partners introduce 10ZiG solutions to customers, generate pipeline, build strategic growth plans and strengthen partner engagement across the territory.

Reporting to the EMEA Sales Director, this role can be office-based, hybrid, or remote depending on location. Significant travel throughout the UK, Ireland and EMEA should be expected to support partner meetings, training, events, business reviews, and channel development activities.

Why Join 10ZiG?

- Join an established and growing global technology vendor with significant investment in channel growth.

- Help shape the future direction of the 10ZiG Fusion Channel Partner Program across EMEA
- Enjoy a high degree of autonomy, ownership and influence within the business.
- Be part of a collaborative team, where ideas are welcomed and contributions are visible.
- Play a key role in expanding one of the industry's most comprehensive endpoint solution portfolios.

Key Responsibilities

- Support the development and management of the 10ZiG partner ecosystem across UK, Ireland & wider EMEA region.
- Strengthen engagement with existing partners and distributors while identifying opportunities for expansion.
- Recruit, onboard and enable new 10ZiG Fusion Partners throughout the territory.
- Drive partner generated opportunities and pipeline creation.
- Support distributor management and engagement across the region.
- Secure and support partner led end user events, workshops, roadshows and sales kick off activities.
- Represent 10ZiG at industry events, conferences and tradeshow.
- Collaborate with global Alliance, Sales, Marketing and Technical teams to maximise partner success.
- Support the development of partner focused marketing campaigns and enablement incentives.
- Develop a strong understanding of the 10ZiG portfolio, competitive landscape, and wider EUC market.

Ideal Candidate Profile

You are likely to have experience within a technology vendor, distributor, reseller, systems integrator, or channel focused organisation and have a proven passion for building partner relationships and creating business growth.

You enjoy working with partners, developing strategic plans, delivering presentations, and helping organisations identify new opportunities. You are commercially minded, highly organised and capable of working independently while collaborating effectively across multiple teams.

Requirements

- 5+ years of IT experience in IT Distribution, IT Reselling, Systems Integration, Channel Development, Channel Sales or Technology vendor environments.
- Proven channel experience growing and enabling partner ecosystems rather than solely managing existing accounts.

- Demonstrating success in increasing partner revenue through enablement and engagement activities.
- Experience creating, managing or advancing partner tiering, certification or channel program frameworks.
- Experience delivering partner training, workshops and presentations.
- Ability to demonstrate measurable partner growth achievements.
- Excellent communication, relationship building and organisational skills.
- Strong presentation and public speaking abilities.
- Ability to work collaboratively across Sales, Marketing, Distribution, Technical and Alliance teams.
- A self-starter who can effectively manage priorities with minimal day to day supervision.
- Willingness to travel throughout EMEA.
- Additional European language skills would be advantageous but are not essential.

How Success Will Be Measured

- Partner generated pipeline and opportunity creation.
- Indirect channel revenue growth.
- Growth in certified Fusion Partners.
- Partner certification progression and program adoption.
- Completion and execution of joint business plans.
- Distributor engagement and development.
- Partner led marketing and event activity.
- Partner sourced and partner influenced revenue growth.

Rewards

- Excellent starting salary.
- Private Health and Medical Cover.
- Workplace Pension.
- 25 days annual leave, plus statutory bank holidays.
- Flexible office, hybrid or remote working options.

If you have the skills, experience and ambition to help shape the future of the 10ZiG channel ecosystem, we would love to hear from you.

Please send your CV and covering letter to Careers@10ZiG.com