

## Bitdefender®

### Bitdefender Vendor Manager

**James Clover**

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Supporting Bitdefender from Boston, MA



### How Can James Help You?

- Supporting the creation of opportunities and driving business to close
- Account mapping
- Assisting with business development and lead generation
- Supplying competitive intelligence on what sets Bitdefender apart in the market
- Providing a review and benefits of the partner program
- Onboarding of new partners
- Sales trainings and seminars

*James is a Vendor Manager with close to a decade in cybersecurity sales. He focuses on working in a collaborative manner to create business opportunities, provide support throughout the sales cycle and ultimately drive success for both the vendor and their partners by delivering results while building strong relationships.*