

# Expertise

*We are retained to recruit by  
many of Bermuda's finest  
employers. Ignition is one  
of them.*

Phone:  
441-296-0336

Email:  
jobs@expertise.bm

Mailing:  
Suite 131  
12 Church Street  
Hamilton, HM11

Street:  
Thistle House  
4 Burnaby Street  
Hamilton, HM11

For more employment opportunities please visit:

 **BERMUDAJOBS.COM**

## Business Development Manager

Our client, Ignition (Bermuda) Ltd is a leader in offshore technology services with clients in 34 countries. Founded in 1998 in Bermuda, Ignition has grown significantly and is one of the leading regional IT service providers focusing on Managed IT Services, Business Continuity, Cloud Hosting and a wide range of Business Solutions. Ignition is located in Bermuda, Halifax, Atlanta and Cayman Islands with representative offices in Curacao, Bahamas, Jamaica and Trinidad.

In order to support continued expansion, Ignition Bermuda is seeking to recruit an experienced Business Development Manager. We are looking for someone self-motivated and driven, who can also be an effective team player. The right candidate will be highly focused on business objectives and revenue targets and have leadership qualities with an ability to listen and transform ideas into action. This individual will have the ability to apply corporate discipline and professionalism in a small-medium company environment.

### Key Responsibilities:

- To meet and exceed revenue and profit targets from major account acquisition strategies and strategic account management
- To ensure that account management strategies are executed that lead to increased customer satisfaction
- To act as a leader and mentor of the sales function in a hands-on role

### Minimum Qualifications, Skills & Experience:

- Experience providing solutions in one or more of the following solution areas: Software as a Service, Infrastructure as a Service; Outsourcing; Enterprise Content Management, Business Intelligence, or Customer Relationship Management
- Successful track record in delivering to a \$1m+ sales quota in software or services over at least a 5 year period
- Demonstrable experience of working in the financial services sector as well as direct exposure to the provision of solutions for at least one of the following sectors: banking, reinsurance, fund management, captive management, or fiduciary services
- A Bachelors Degree and relevant post-graduate studies are required. Preference will be given to candidates with a Business related qualification.
- Candidate must have exceptional leadership skills with evidence of success managing a team

Interested? Please email [jobs@expertise.bm](mailto:jobs@expertise.bm).

All enquires will be dealt with in strict confidence.

Closing date: September 10, 2012

