



**SwitchWorx Ltd., Bermuda's Premier Data Center Design and Structured Cabling Solutions Provider; is seeking a professional candidate to fill the following position:**

### **GENERAL MANAGER**

In conjunction with the Board of Directors, the successful candidate will be responsible to lead and enhance the Company's vision by setting strategic goals in addition to the development of the business and marketing of various products and services. As the General Manager, one must hold a diverse business acumen with excellent interpersonal allure and self-motivation to lead a team of dedicated professionals in this demanding & dynamic industry. Furthermore; qualities of relevance include the ability to work in a fast-paced environment with superior decision-making & problem-solving skills, creativity & leadership expertise with a particular focus towards quality customer service & employee relations.

#### **In this key role, you will be responsible for:**

- Retention and growth of the Company by meeting or exceeding set objectives of the Executive Board; while ensuring quality customer service by adhering to Industry Codes & Standards and the BICSI Code of Ethics.
- Directly involved in the daily operations of the Company including but not limited to all functions of Management, HR, Accounting, Administration, Professional Services and Technical divisions.
- Execute budgeting & forecasting reports, review financial statement, control of assets and report the like to the Executive Directors of the Company.
- Provide a high caliber of Consulting & Design services with specific regard to intricate Data Center & Network Infrastructures.
- Manage all facets of marketing, promotion and solicitation of products & services by building rapports with clients, suppliers and manufactures.
- Oversee and assist with the management of work-flow to meet timelines & budgets, procurement & supply of materials by liaising with the Project Management team.
- Create a positive team environment and foster development, training and advancement for staff.
- Research & develop new products & services; staying abreast of industry trends and technical advancements.
- Comply with Company & industry standards and quality control of multiple projects simultaneously.

#### **This position requires a proven technical and business background and therefore:**

- 8-10 years experience within the Structured Cabling industry is required; at least 5 years of which at a Senior Management level.
- Superior knowledge in various topologies (ie: data cabling, data center design & integration, fibre-optics, wireless systems; telephony, LAN/WAN networks, A/V).
- Certification as a Structured Cabling Design Engineer and certified training in UPS systems & design integration is essential.
- Fluent in all aspects of Data Centre Design and proven ability to execute a full solution (i.e.: design-build, A/C, fire suppression, security)
- Business management accreditation (or equivalent) with strong analytical and through project management skills.
- Advanced sales experience is imperative inclusive of RFP's, contract negotiation, SLA's and project invoicing.
- Proficiency in the Microsoft Office Suite; Great Plains, AutoCAD and/ or Visio and Project Management software.

Salary and related staff benefits will be competitive and commensurate with the qualifications and experience required for this position.

Bermudians or spouses thereof need only apply.

Please submit a detailed resume, certifications and project & employer reference no later than September 24, 2012, addressed to:

**SwitchWorx Ltd.**  
**Attn: Human Resources Manager**  
**P.O. Box HM 963**  
**Hamilton, Bermuda HM DX**  
**Email: [humanresource@switchworx.com](mailto:humanresource@switchworx.com)**  
**Fax: (441) 296-4321**

