

Our client – Digicel – invites applications for the positions of:

Sales Professionals

Are you Extraordinary?

Are you always looking ahead, seizing opportunities and creating a better future? If this describes you keep reading.

A Digicel employee is responsive, agile and caring. We push boundaries and are uncomfortable being comfortable. We question norms and we put our ideas into action. We care about our customers and we show it. That's why 11 million customers worldwide including Bermuda choose and trust Digicel.

We are seeking extraordinary sales professionals:

Account Director – Finance Sector

Account Director – Public Sector

Reporting to the Business Solutions Director, the Account Directors will be an integral part of our Business Solutions Department.

These positions will involve all aspects from pre and post ICT Sales, including prospecting, presenting, following up from meetings, designing solutions, developing winning proposals and signing up customer contracts.

Responsibilities:

- To articulate our Business Solutions propositions on CxO level to our target account base for new orders, revenue and profit from assigned channels and accounts;

- To proactively develop sales plans and pipeline per channel according to agreed standards;
- To provide customers and prospects with competitive, customized solutions;
- To influence or take part in the development of the ICT Strategy in relevant accounts;
- To build relationships with customers and prospects as a trusted ICT advisor;
- Developing relationships within specialized sector in Bermuda focused on CxO level interactions;
- Drive multi service ICT revenues for multi year contracts for Business Voice, Data VPN, MPLS, Data Center Services, IP PBX and Cloud Based solutions; and
- Focus on developing business transformation opportunities for our target account base.

The successful candidate will possess:

- Educated to degree level, ideally in a technical discipline;
- Minimum 5 years proven and demonstrable successful direct sales experience with an established ICT solutions provider;
- Experience of selling at board room level, articulating complex ICT solutions that drive business transformation;
- Experience of proposing complex commercial models to construct deals around cap-ex, op-ex and leasing based solutions;
- Ability to present at board level to Corporate clients;

Digicel | BUSINESS

- Record of success selling at Board room level essential;
- Avaya and Sales experience essential;
- Sound technical understanding of Wireless and Fixed Networking, IT infrastructure, Data Centre Services and Enterprise Applications concepts;
- Exposure to Cloud Based Services, commercial modeling around Cloud and underlying technology would be advantageous;
- Team worker with strong business and commercial awareness;
- Excellent communication, presentation and interpersonal skills; and
- Organized self-starter with drive and initiative.

Please forward a detailed resume in confidence to:

Alistair McNeish or Johanna Elder
PricewaterhouseCoopers Executive Search

Email: bermudatopjobs@bm.pwc.com

Tel: 441-295-2000

Closing date: 28 December 2012



Executive Search & Selection

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