

TOPS Ltd. is a recognised leader in office supplies and business products. We provide innovative digital printer, copier and facsimile solutions to businesses throughout Bermuda. TOPS is the authorized dealer for Konica Minolta digital copiers/printers, Panasonic and Brother fax machines, laser printers, LCD projectors and shredders. TOPS invites applications for an

ACCOUNT MANAGER: Office Equipment Sales

As an Account Manager you will be required to identify and sell business equipment solutions to Bermuda's local and international companies.

Duties & Responsibilities:

- Perform customer needs analysis
- Develop solutions and create proposals based on clients' needs
- Negotiate proposals with customers, IT personnel and Senior Executive
- Ensure the proper level of activity is undertaken to generate sales results
- Develop and execute marketing plans to achieve agreed sales targets
- Maintain and generate new business within existing customer accounts
- Produce accurate and timely forecasts and report on sales performance as required by management
- Participate in a planned programme of self-development and training, ensuring current product knowledge and keeping abreast of new and emerging product lines

Required Skills / Qualifications:

- A degree in Business, Marketing or Information Technology preferred
- Minimum 2 years experience in sales and marketing of office equipment solutions
- Understanding of application, network, server and PC print and copy software
- Strong communication, written and presentation skills essential
- Must be focused on customer satisfaction and results
- A winning attitude

A competitive compensation package including salary, commission and a benefits package will be offered to the right individual. Your application should be accompanied by your resume and two letters of reference.

Applications will be dealt with in strict confidence and interested candidates can apply in writing or via email to:

Email: efaries@topsltd.bm

Mailing Address:

P.O. Box HM 3214

Hamilton, HM NX, Bermuda

Closing date: June 6, 2013.

