



For over 30 years, Applied Computer Technologies has offered professional, managed and maintenance services as well as product fulfillment. We believe in building strong relationships with our clients and suppliers to take advantage of and strategically use today's and tomorrow's technologies.

Senior Account Manager

Applied Computer Technologies is seeking an experienced Senior Account Manager to work with our most strategic clients. The ideal candidate will have an extended Account Management history dealing with technology solutions and C-Level customer executives.

Candidates must have no less than six years experience in the IT sales industry with a good technical bias towards corporate network infrastructures. Specific knowledge and experience selling Enterprise Compute and Storage infrastructure, as well as associated Professional Services is required. Additionally, knowledge and experience selling HP, IBM, Microsoft, VMware, Cisco and/or Mitel is preferred.

Key responsibilities of the Senior Account Manager candidate will include:

- Retain and effectively grow sales and new business opportunities in identified accounts
- Manage assigned accounts by:
 - o Selling new or additional products or services to current contacts
 - o Exploring new business opportunities within existing accounts and customer locations
 - o Delivering value to new lines of business within existing accounts
- Selling ACT's complete offering of products and services to customer executives
- Lead all aspects of the sales process, calling upon others to assist in solution development and proposal delivery, as needed, or as directed by management
- Develops customer account plans for all assigned customers by leading a joint company/customer planning process that identifies a clear action plan for success
- Provide weekly forecasts and detailed account plans to management
- Develop professional quotations and proposals
- Build strong relationships with IT Services team members

Applicants for this position must have the proven ability to maintain and develop successful business relationships within large strategic accounts. All candidates must also have excellent written and verbal communication skills, as well as solid presentation skills, and a demonstrable track record of meeting revenue targets within the IT sales industry.

Interested candidates should apply in writing, together with a resume, no later than July 8, 2013 to:

Human Resources
Applied Computer Technologies Ltd.
P.O. Box HM 2091
Hamilton HM HX
or by email to: careers@act.bm

ACT is an Equal Opportunity Employer.