



TeleBermuda International invites individuals to apply for the position of:

Commercial Sales Account Manager

The successful candidate will be responsible for developing and building long-term relationships within the commercial market while monitoring the requirements of clients.

Duties & Responsibilities:

- The development of new business through new client development that contributes positively to the achievement of pre-established revenue goals and objectives
- Identify client telecommunications requirements and provide effective solutions in formal presentations
- Establish and build long-term relationships within the commercial market
- Manage and develop senior level, general management and technical contracts with the commercial account sector
- Promote TeleBermuda's competitive products and services in the data, internet, colo and voice service portfolio
- Analyze raw data, format and structure for commercial client presentations and reviews
- Produce written, Word, PowerPoint and Excel presentations and reports
- Perform other related duties as assigned

Required Skills and Experience:

- Bachelors or Associates Degree
- Must have a minimum of 5 years professional, Sales and IT experience
- Proven track record of results in a competitive telecommunications, information systems or business sales related industry
- Technical/ IT experience in Telecommunication, preferred
- Excellent written and verbal communication skills

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

Human Resource Personnel

TeleBermuda International Limited

31 Victoria Street, 1st Floor

Hamilton HM12

Email: employment@telebermuda.com

Closing date: September 23, 2013