

Our client invites applications for the position of:

## ***Business Solutions Director***

Our client is a leading, international technology group, with an outstanding reputation for innovation and entrepreneurial excellence, in all of its markets.

Due to continued business growth and ambition, the group is looking to hire a Business Solutions Director, to lead, develop and motivate talented sales teams, in order to achieve growth and revenue targets in its core markets. The role reports to the Chief Executive Officer. The incumbent will develop multi-channel sales strategies that will target consumer, business and specialist markets.

***Operating in a fast moving, change – oriented environment, core responsibilities in the role will include to:***

- Formulate, implement and deliver strategic sales plans that align with the short and long term objectives of the company;
- Lead the strategy definition and new product development process of the business;
- Maintain and develop Board and executive level client relationships;
- Articulate and sell, complex commercial propositions to C suite level customers;
- Meet or exceed sales objectives for the business unit, including defining and managing the monthly, quarterly and

- annual sales objectives for all of the sales personnel ;
- Execute the annual sales plan by coaching, guiding and motivating the associated sales teams;
- Design, plan and maintain operational expense budgets and inventory control plans to allow the business to operate lean and efficiently ; and
- Ensure that processes and systems exist and are maintained in order to provide timely and accurate reporting of Sales progress and results.

***This exciting leadership challenge could be suited to outstanding, senior sales executives from a range of technology or telecommunications backgrounds.***

***Key qualifications / skills required include:***

- Educated to University degree level, ideally in a technological or engineering discipline;
- Minimum 10-15 years of sales experience, including at least 5 years as a senior manager of a sales team;
- Proven and demonstrable sales experience across all sales channels including reseller, distributor and end-user;
- Extensive selling skills with a proven track record in consumer, business, and ideally education and Government sales;

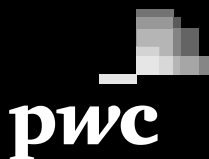
- Strong customer focused, influencing and negotiation skills;
- A results oriented approach, accountable for sales goals and targets with a strong commitment to succeed ;
- Excellent written and verbal English communication and interpersonal skills; and
- Computer literate with MS Excel, PowerPoint, Word, Project Management software.

This is an excellent career opportunity in a progressive, successful, international group. If you are a top quartile - performing sales executive with ambition and vision, then we would like to hear from you.

The company offers a competitive compensation structure that duly rewards achievement and results. Please send a CV in confidence to:

Alistair McNeish  
PricewaterhouseCoopers Executive Search  
**Email:** bermudatopjobs@bm.pwc.com  
**Tel:** 441-295-2000

**Closing date:** 5 November; 2013



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