



## Account Manager

Independent Consulting Solutions Ltd. is a world-class I.T. consulting organization serving international and local clients. Our ICT expertise, has enabled us to provide solutions to Bermuda's Insurance, Reinsurance and International Business Sector for over 30 years.

We are seeking a highly skilled and motivated individual to assist our Clients with I.T solutions that satisfy their business requirements. Someone that will engage our "C" level clients, and with the assistance of expert engineers deliver world class solutions.

### PRIMARY DUTIES AND RESPONSIBILITIES:

- Ability to scope and build technical solutions from a working knowledge of Microsoft, LAN/WAN solutions, VM Ware , HP , Checkpoint and Cisco Solutions. (Some training will be made available)
- Accurately forecasting sales of professional services, hardware, software and other offerings
- Managing relationships with Clients, key vendors and partners and ensuring sales certifications and partnership requirements are met and maintained
- Key account management of Enterprise and Strategic customers
- Maintaining relationships across all levels of customer organizations
- Meeting and exceeding corporate targets or client objectives
- Working with members to the technical team to ensure deadlines are met and customer satisfaction is exceeded
- Drafting of solutions proposals, quotes and estimates

### QUALIFICATIONS:

The successful candidate must have the following industry experience / certifications:

- 5 years of sales and sales management experience preferably in a technology environment
- Exposure to local industry, and in particular International business experience.,
- A deep knowledge of the I.T. industry and trends
- A University Degree
- Demonstrable skills in customer base development and marketing strategies
- Sales certification(s) are desirable
- Very strong presentation and interpersonal skills
- Demonstrated product knowledge of Cisco, Check Point, Hewlett-Packard, Microsoft, VMWare and others

Please e-mail your resume to [careers@icsbermuda.com](mailto:careers@icsbermuda.com), Independent Consulting Solutions, Suite 751, 48 Par-La-Ville Road, Hamilton, HM11, Bermuda, with a covering letter which clearly states your strengths and specific experience to date.

Independent Consulting Solutions encourages staff development and progression, supporting the Commission for Unity and Racial Equality (CURE) as an Equal Opportunity Employer.

Independent Consulting Solutions offers a competitive compensation and benefits package commensurate with qualifications and experience. **The deadline for applications is February 4, 2014**