

# BERMUDA MICROSYSTEMS GROUP



Bermuda Microsystems Group (BMG) is looking for a person to fill the role of Account Executive. The role of Account Executive (AE) is focused primarily on BMG's hardware and services business for customers in Bermuda. The position has an emphasis on the Dell and Microsoft solution areas across the complete Dell technology stack. The AE will spend 85-90% of their time with customers and prospects to discuss, architect/design and promote Dell-based IT solutions that ultimately result in the sale and implementation of Dell's hardware and software products. The AE is required to lead the first on-site sales and discovery meeting with potential new customers. This role requires a person who understands the world of IT Managers and System administrators; but who can also interface with CxO level positions and other business decision makers. Specifically, the ideal candidate can work with decision makers to demonstrate the value of BMG's IT solutions. Ideal candidates will have strong sales background, especially Dell product range across the IT stack. Prior experience in sales, IT consulting, IT management and/or Project Management will help you excel in this position.

**Specialized Knowledge:** Technical proficiency in the following platforms will be necessary: Dell Powervault, Dell Poweredge, Dell Equalogic, Dell Compellent, Dell Blade Solutions, Dell Networking and Dell Powerconnect. Ability to sell scenarios on the Microsoft platform. Ability to explain licensing scenarios across license types as it relates to Microsoft solutions and Lenovo enterprise solutions.

#### Job Requirements

- Develop and maintain strong and reference-able business relationships with key customer contacts and decision makers.
- Proactively work with sales team on lead generation, customer development and sale closure
- Marshall technical and management resources appropriately and team with sales to drive sales cycle and account penetration across the organization

#### Other Required Skills:

- A successful, driven, high-energy individual who projects warmth, maturity, and empathy with customers, while conversant at a business ROI level.
- Individual must possess unparalleled communication and people skills.
- Fluently presents BMG's solutions within the context of customer vision.

#### Education and Experience:

- College Degree or equivalent work experience
- 5-7 years of sales experience with Dell products
- Strong technical ability to engage customers with successful technical assessment
- Preferred Dell other relevant technical certifications, and have rich experience working with mid-market companies thru sales and technical customer engagement.

**Closing date: January 25, 2013**



**www.bmg.bm**

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