

ARE YOU EXTRAORDINARY?

Are you always looking ahead, seizing opportunities and creating a better future? If this describes you keep reading.

A Digicel employee is responsive, agile and caring. We push boundaries and are uncomfortable being comfortable. We question norms and we put our ideas into action. We care about our customers and we show it. That's why 11 million customers worldwide including Bermuda choose and trust Digicel.

We are seeking an extraordinary Corporate Account Executive

Reporting to the Sales Director, the Corporate Account Executive will be an integral part of our Corporate Sales Department, responsible for growing new Corporate GSM and Business Solutions revenues through Finance and Government relationships with relevant parties in accordance with business strategy.

Responsibilities include but not limited to:

- Plan and manage a personal business portfolio in order to attain sales targets according to an agreed upon level, and secure sales from a targeted list of business accounts.
- Maintain and develop existing and new customers through appropriate propositions and ethical sales methods, and relevant internal liaison, to optimize quality of service, business growth, and customer satisfaction.
- Develop relationships with multiple sectors in Bermuda - focused on Senior IT and CxO level interactions
- Focus on developing business transformation opportunities for our target account base
- Use Salesforce.com to effectively manage prospect contact activities, tools and systems, and update relevant information held in these systems on a daily basis
- Use Salesforce complete CRM and prospecting reports
- Work with internal and external resources to develop solutions for corporate clients
- Attend customer meetings and present on Digicel capabilities and future plans
- Have a clear understanding of each customer's overall GSM and ICT requirements
- Develop customer propositions for specified GSM and ICT products and services
- Provide a view on and forecast for product and service development
- Provide feedback on business that is won and lost and to provide regular sales reports
- Undertake other duties as required by the Sales Director

The successful candidate will possess:

- Educated to degree level, ideally in a business discipline.
- Minimum 5 to 8 years proven and demonstrable successful direct sales experience with an established GSM and ICT solutions provider.
- Experience of selling at board room level, articulating complex GSM and ICT solutions that drive business transformation.
- Experience of proposing complex commercial models to construct deals around cap-ex, op-ex and leasing based solutions.
- Ability to present at board level to Corporate clients
- Record of success selling at Board room level essential
- Avaya or Cisco and Sales experience
- Sound technical understanding of Fixed Networking, IT infrastructure, Data Centre Services and Enterprise Applications concepts
- Exposure to Cloud Based Services, commercial modeling around Cloud and underlying technology would be advantageous
- Deep understanding of financial, TCO and cost/benefit analysis
- Team player with strong business and commercial awareness
- Excellent communication, presentation and interpersonal skills
- Organized self-starter with drive and initiative

The logo for Digicel, featuring the word "Digicel" in a bold, black, sans-serif font. A small trademark symbol (TM) is located at the top right of the letter "l".

To confidentially apply for this excellent opportunity, please contact:

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Closing date for applications: August 21, 2014