

For over 30 years, Applied Computer Technologies has offered professional, managed and maintenance services as well as product fulfillment. We believe in building strong relationships with our clients and suppliers to take advantage of and strategically use today's and tomorrow's technologies.

# Software Solutions Manager

Applied Computer Technologies Ltd. is seeking an experienced and qualified sales person to grow revenue and market share for our IBM software solutions line of business. The Software Solutions Manager is responsible for the development and closing of highly complex information technology solutions to senior client executives, which can include the CEO, CFO and CIO of key and prospective ACT customers. They are required to have and gain in-depth knowledge of the client's business, goals, strategies and industry trends and directions. The Software Solutions Manager is responsible for the working with small and large client business units integrating products and services required to meet business needs. They will be responsible for managing multiple opportunities concurrently typically in different sales stages and have assigned sales quotas and customer satisfaction targets.

Preferred qualifications and qualities:

- A Bachelor's Degree
- At least 8 years of proven experience selling enterprise wide software solutions with a demonstrated success of closing
- At least 8 years experience and a demonstrable track record of building customer relationships that lead to new growth opportunities and improved client satisfaction
- In-depth knowledge and experience selling a large portfolio of IBM Software products with emphasis on security, business analytics and cloud solutions
- Proven experience in selling to senior client executives which may include the CEO, CFO, CIO or board of directors
- Proficiency in working with ERP solutions
- Someone who is charismatic with good business acumen, and has experience working as a team to achieve sales objectives

This is a challenging role in a very dynamic and competitive business requiring a dedicated manager with the necessary drive and charisma to succeed. A performance related compensation and bonus plan would be offered reflecting the experience and track record of the appointed candidate.

Interested candidates should apply in writing, with a resume, no later than September 2nd, 2014 to:

Human Resources  
Applied Computer Technologies Ltd.  
P.O. Box HM 2091, Hamilton HMX  
Or by e-mail to: [careers@act.bm](mailto:careers@act.bm)

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it starts with >>

**Applied Computer Technologies**

Powerhouse, 7 Par-la-ville Road, Hamilton, HM11



[www.act.bm](http://www.act.bm)