

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 Account Executive.

Reporting to the Business Solutions Director, the primary objective of the job is to grow new Business Solutions revenues and to build and develop relationships with relevant parties in accordance with business strategy. To achieve set targets & objectives drawing on the entire Digicel Business Solutions portfolio, including MPLS and DIA, Cisco Technologies, Avaya, IT Infrastructure and Data Centre Services, Cloud Based ICT Services, Software Services such as Managed Mail, Managed Blackberry and Managed Back Up Services. Role will be a board room level sales role, articulating our Business Solutions propositions to target accounts.

Responsibilities include but not limited to:

- To articulate our Business Solutions propositions on CxO level to our target account base for new orders, revenue and profit from assigned channels and accounts.
- To proactively develop sales plans and pipeline per channel according to agreed standards
- To assist channels identify, qualify and close business to meet set targets
- To provide customers and prospects with competitive, customized solutions
- To identify and pass-on to relevant business unit, opportunities for cross-selling other Digicel Business services
- To influence or take part in the development of the ICT Strategy in relevant accounts.
- To build relationships with customers and prospects as a trusted ICT advisor
- The position will involve all aspects from pre and post ICT Sales including prospecting, presenting, following up from meetings, designing solutions, developing winning proposals and signing up customer contracts.
- Developing relationships in Bermuda, focused on CxO level interactions.
- Drive multi service ICT revenues for multiyear contracts for Business Voice, Data VPN, MPLS, Data Center Services, IP PBX and Cloud Based solutions.
- Focus on developing business transformation opportunities for our target account base.
- Work with internal and external resources to develop solutions for corporate clients
- Attend customer meetings and present on Digicel capabilities and future plans
- Working with the Technical Pre-sales team and assist in the design of networks, services, systems architecture, systems as well as the development and integration of overall solutions
- Complete CRM and prospecting reports for the Business Unit Director.
- To have a clear understanding of each customer's overall ICT requirements
- To develop customer propositions for specified ICT products and services
- To develop a Territory Plan for each assigned channel
- To provide a view on and forecast for product and service development
- To feedback on business that is won and lost and to provide regular sales reports.
- To undertake other duties as required by the Business Unit Director

The successful candidate will possess:

- Educated to degree level, ideally in a technical discipline.
- Minimum 5 years proven and demonstrable successful direct sales experience with an established ICT solutions provider.
- Experience of selling at board room level, articulating complex 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 and Sales experience essential
- Sound technical understanding of Wireless and 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
- Team worker with strong business and commercial awareness
- Excellent communication, presentation and interpersonal skills
- Organised self-starter with drive and initiative

Digicel™

To confidentially apply for this excellent opportunity, please contact:

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Closing date for applications: May 26th, 2015